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# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY  
and all sections of the drug, pharmaceutical,  
fine chemical, cosmetic, and allied industries.

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and of the Pharmaceutical Society of Northern Ireland*

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July 24, 1965

No. 4458

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# The CHEMIST AND DRUGGIST

Volume 184

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## Purchase Tax

### ADDITIONS TO EXEMPTED DRUGS

THE Purchase Tax (No. 2) Direction 1965, made by the Customs and Excise, temporarily exempts further "essential" drugs and medicines from purchase tax from July 20. Added to Schedule III of the Purchase Tax (No. 2) Order 1964 is sulthiame [Ospolot], and the entry relating to "Piperazine-1-carbodithioic betaine" in the same head is amended as follows:—"Piperazine-1-carbodithioic betaine, whether or not mixed with thiabendazole" [veterinary product]. The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to the Direction.

## Private Practice Drugs

### N.P.U. SEEKS INFORMATION

THE National Pharmaceutical Union is seeking information about any approach on dispensing services that may be made to chemists by general medical practitioners who propose to leave the National Health Service. A letter to secretaries of local Pharmaceutical Committees says that as a result of their dispute with the Ministry of Health, a number of doctors in the Birmingham area have tendered their resignation to the Executive Council and now propose to treat patients on a private basis. It is intended that the fee paid to the doctor should include the supply of medicines and a number of chemists in the Birmingham area have been asked by the doctors concerned to undertake the necessary dispensing at "contract" rates. The letter concludes that although there is no evidence that what has happened in Birmingham is happening or is likely to happen in the remainder of England and Wales the N.P.U. would like to know of any similar approaches being made.

## Own-Brand Goods

### A SURVEY OF THEIR FUTURE

AN article in *Retail Business* (No. 88) published by the Economist Intelligence Unit on the "Future of Private Brands" states that grocers have discovered that the following three conditions must be satisfied to ensure the success of private brands:

(1) A private brand should account for around 50 per cent. of total sales for the large multiple grocer.

(2) Should be able to be sold at substantially lower prices than comparable nationally advertised products and

(3) Be of equal quality.

Discussing the non-grocery field the article says that "Boots, Ltd., are estimated to make about 25 per cent. of their sales under their own label (in common with three other non-pharmaceutical companies).

## Crash on Factory

### AEROPLANE KILLS TWO WORKERS

TWO women supervisors were killed when a freight-carrying aeroplane crashed into the works of Thompson & Capper, Ltd., Speke, Liverpool, 24, on July 20. 300 other workers had left the factory shortly before the crash. The crash and the resultant fire destroyed one of the packing rooms but the fire did not reach stores of naphthalene used in the manufacture of Mothaks. The company state that ample stocks of their products are available to meet all orders and that production should be re-commenced almost immediately.

## Food Colourings

### SIX SUBSTANCES TO BE BANNED

THE Government proposes to ban the use of six synthetic colouring matters now allowed in food. In addition, permitted food colouring matters will have to comply with specifications of purity. The proposed regulations would implement the main recommendations of the Food Standards Committee in their Report on Colouring Matters (see

C. & D., July 11, 1964, p. 25). The food colours that it is proposed to ban are ponceau 3R, ponceau SX, naphthol yellow S, blue VRS, yellow RFS, and yellow RY. The Committee recommended that those substances should not be used in food because evidence as to their safety in use was uncertain or lacking. Copies of the proposals in respect of England and Wales may be obtained from Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1. Anyone having comments that they wish considered before regulations are made should forward them to Food Standards Division to arrive not later than October 15. Similar proposals are being issued in respect of Scotland and Northern Ireland.

## Plastics Carboys

### NEW BRITISH STANDARD SPECIFICATION

PLASTICS "carboys"—polythene containers suitable for the transport of heavy acids, corrosives, solvents and other materials—are the subject of a recently published British Standard specification B.S. 3897. Standards are laid down for materials, capacity and ullage, wall thickness and closures, relating these to the type of outer packing used. Outers may be drums made from steel, fibreboard or other material, or crates made from wire rod or steel strip. The standard also deals with free-standing containers with no outer



VISITORS FROM OVERSEAS: A party of British Council students recently visited Pfizer, Ltd., plant at Sandwich, Kent. The twenty-five students, from countries ranging from Mongolia, Ghana, Chile and Tanzania to most of the European countries, spent a week in South-east Kent. At the invitation of the Pfizer Group, the party toured the Pfizer plant where they were shown methods of producing antibiotics as well as some of the other products produced by the Group.



framework. A drop test is specified to enable the performance of containers to be checked. Copies of B.S. 3897 may be obtained from the sales branch, British Standards Institution, 2 Park Street, London, W.1. Price 3s. 6d. (Postage extra to non-subscribers.)

## Conference Executive

### 1965-66 OFFICERS NOMINATED

THE British Pharmaceutical Conference executive has nominated the following officers for 1965-66:—*Chairman*, Professor E. Shotton; *Treasurer*, J. M. Rowson; *Secretaries*, E. F. Hersant and K. A. Lees. The following are proposed for election by the Conference to fill the three vacant places on the executive:—Messrs. G. T. M. David, D. N. Gore, F. H. Oliver.

## Society's New House

### PLANNING PERMISSION INQUIRY

A PUBLIC inquiry was held at County Hall, Westminster, earlier this month to consider an objection by the Pharmaceutical Society to a refusal by the Greater London Council of the Society's plans to build a new headquarters in Lambeth. The site on which the Society hoped to build (at 1-4 Lambeth High Street and 129-137 Lambeth Road) had been recently re-zoned for commercial development. Counsel for the Society (Sir Derek Walker-Smith) said the application was a matter of national importance and social merit. He described the work of the Society and its particular need for a headquarters in central London. The proposed headquarters would be neighbour to Lambeth Palace and St. Thomas' Hospital,

neither of whom could object to being next door to the Society but who might object to being neighbour to some other sort of development. The Council planner (Mr. J. Cook) told the inquiry that office growth in London had become

a matter of deep concern for the Council. He agreed that offices such as those intended by the Society would need fewer staff than would commercial offices, but advised the Society to look for land within an office zone.

## RETENTION FEES IN THE REPUBLIC

### Pharmaceutical Society of Ireland awarded decree for payment

WHAT was stated to be the first case of its kind, came before Justice MACDONNCHADHA at Kilmainham (Dublin) Court on July 14 when proceedings instituted by the Pharmaceutical Society of Ireland were brought against William Kennedy, a pharmacist, of 10 St. Enda's Drive, Rathfarnham, co. Dublin, under section 6 of the Pharmacy Act, 1962, for having failed to pay his retention fee as a Licentiate to the Society. When Mr. Kennedy claimed that he considered his registration in 1948 was for life, the Justice asked: "If the original registration was for life, does that mean there was one fee only?" "At that time," replied Mr. Kennedy. "Yes, but this was subsequently changed by the terms of the 1962 Act which stipulates that an annual fee must be paid," said the Justice. Mr. Kennedy argued that there should have been a referendum. Awarding the Society a decree for five guineas' retention fee, and costs, the Justice told Mr. Kennedy: "I have to decide the matter on the merits only." Mr. D. Barrington (instructed by Mr. John Gaynor) for the Society had earlier told the Court that the claim was in respect of a retention fee due by a Licentiate to the Society under the Pharmacy Act, 1962. It was the first

time such a claim had been brought. He explained that under sections 24 and 25 of the 1875 Act the Society kept a Register of people entitled to practice as pharmacists. There were a number of categories of pharmacists and the Court would be concerned with two of them. One category was that of M.P.S.I., who, prior to the passing of the 1962 Act paid an annual fee and received the official journal together with other services from the Society. The second category — Licentiates — were entitled to practice pharmacy but prior to the passing of the 1962 Act they were not required to pay an annual fee. Under section 6 of the 1962 Act the Society was entitled to charge fees to Licentiates for retaining their names on the Register. The fee for 1964 in respect of Licentiates was five guineas. Such fees went to the Council of the Society for the upkeep of the profession. The defendant objected to paying the retention fee, because, he claimed, he was not receiving any additional services from the Society.

James G. Coleman, Registrar, Ph.S.I., in evidence, produced the Society's minute book which disclosed that on April 9, 1963, a resolution was adopted regulating the fees which were to be paid to the Society. Under the resolution the fee to be paid by members for 1964 was 7 guineas and the fee by Licentiates 5 guineas. Mr. Kennedy was a Licentiate, registered in 1948, and managed a pharmacy owned by another pharmacist. He was registered and his name appeared in the Register for 1964 and also in the Calendar for that year. Subsequent to the coming into operation of the 1962 Act, Mr. Kennedy paid a retention fee of 5 guineas on May 29, 1963, in respect of the end of the year 1962, up to December 31, 1963. He was sent routine demands—three or four times—in respect of the 1964 fee and the law agent made further applications to him. Mr. Kennedy replied stating that he objected to paying the fee, stating that he did not think the monies should be paid.

Mr. Barrington stated that in his letter, Mr. Kennedy made the point that he was not receiving any new services from the Society and considered that the Act might be unconstitutional.

Replying to the Justice, Mr. Coleman said that the Pharmacy Act laid down that the Society's regulations must receive the consent of the Minister for Health. He handed in a letter received from the Minister granting his consent to the regulations.

Mr. Coleman said that Mr. Kennedy was registered in 1948.

Mr. Kennedy: To me that registration was for life?—Yes.

Mr. Kennedy: I hold those were the terms I registered under.

## SALES BY DOCTORS

### Chemists' "anonymity" questioned at B.M.A. meeting

THE British Medical Association, at its annual representative meeting in Swansea, approved a motion requesting the B.M.A. council to withdraw its approval of a statement previously issued by the central ethical committee on the supply of products to patients by doctors. The statement was in the following terms:—

The central ethical committee raises no objection to pharmaceutical companies supplying doctors with products at a discount on the understanding that the products will be dispensed to patients for therapeutic reasons only or used personally by the doctor. However, the committee disapproves strongly of products supplied in this way being sold by doctors to patients for other than therapeutic reasons and of any financial incentive which might encourage such a practice. The views expressed above include the supply to doctors of oral contraceptives and their sale by doctors to patients.

Discussion of the motion centred largely on the last sentence of that statement. The mover (Dr. G. E. Crawford, Liverpool) is reported (*British Medical Journal Supplement*) as saying that one serious objection to the statement had come from doctors in parts of Liverpool "where some patients had asked their doctors to dispense oral contraceptives because they thought that if they obtained them through the local chemist it would become known that they were anticipating the decision of their religious ad-

visers." In the national Press, Dr. Crawford's words were reported as "[patients] ask their doctors to dispense the pill because they cannot trust the anonymity of the local chemist." Dr. M. R. Sheridan, North Middlesex, is quoted to have said "There are people who would rather go to their doctor than to the chemist, because the little sixteen-year-old girl behind the counter would be only too happy to tell everybody."

The motion was carried that in the event of a retail pharmacist starting a business in a rural area previously served by a dispensing doctor, then that doctor should be allowed to continue to dispense for his patients if he so wishes.

The meeting again called for further approaches to the Minister of Health on the supply of drugs to private patients on the same terms as to Health Service patients. It approved new fees for membership of the Association (now rising to a maximum of £12 12s. eleven years after qualification). Also approved was an amended motion, urging the council to ensure that salaries paid to those employed in professions supplementary to medicine should be at least as attractive as those obtaining in similar grades outside the hospital service, and in addition to consider the position of hospital pharmacists.



## NEWS IN BRIEF

THE retail prices index in June was 112.7 compared with 112.4 in May (January 1962=100).

MR. F. R. G. Staffiere, M.P.S., 52 Victoria Place, Brighton, Essex, lost cosmetics and surgical goods worth about £700 when his shop was broken into recently.

A FIRST supplement to the United States National Formulary has been published by the American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington, D.C. 20037.

THE Minister of Housing and Local Government has decided to make an order extending the new town of Peterlee, co. Durham, by about 136 acres. Purpose of the extension is to provide land suitable for industrial development, particularly the establishment of large factories.

A COMPLETE and up-to-date set of the *Reports on Rheumatic Diseases* (Nos. 1-22), published by the Arthritis and Rheumatism Council during the period January 1959 to June 1965, is obtainable in one volume, gratis, from the Council's head office, 8 Charing Cross Road, London, W.C.2.

"OUT Shopping" is the title of a film sponsored by the Consumer Council showing the difficulties encountered by shoppers, and how these can be overcome. Copies will be available free of charge to recognised organisations through Sound Services, Ltd., Wilton Crescent, London, S.W.19.

THE results of a production survey for the second quarter 1965 conducted by the National Association of British Manufacturers indicate that the level of production has passed its peak. A continuation of the downward trend is apparent in the forecast for the next three months.

INFORMATION concerning minimum or standard rates of pay, normal weekly hours, overtime rates of pay and holiday pay is contained in a new edition of "Time Rates of Wages and Hours of Work" published by the Ministry of Labour (H.M. Stationery Office, price 25s.).

A FIRE at the new glass manufacturing factory of Thermos, Ltd., at Thetford, Norfolk, recently, caused damage estimated at £250,000. The warehouse containing partially processed glass and packaging materials was destroyed, together with part of the manufactory. The efforts of the factory staff and the local fire brigade enabled glass manufacture to be resumed the following day.

## LOCAL OFFICERS

### PHARMACEUTICAL SOCIETY

**Halifax.** — Chairman, K. G. Dixon; Vice-chairman, B. Deadman; Treasurer, F. Petch; Secretary, W. P. Mallinson, 40 The Drive, Lightcliffe, Halifax, Yorks.

**Lincoln.** — Chairman, M. Standley; Vice-Chairman, G. K. Benton; Treasurer, K. J. Smith; Assistant Secretary, B. Riley; Secretary, W. E. Taylor, c/o Battles, Ltd., 294 High Street, Lincoln.

**West Kent.** — Chairman, W. J. Jarman; Vice-chairman, C. A. Paull; Treasurer, A. W. Jutton; Secretary, W. E. Walton, 184 High Street, London, S.E.20.

## TOPICAL REFLECTIONS

By Xrayser

### Royal Albert Hall

I have always felt that the Royal Albert Hall was an inappropriate setting for a display of what is frequently referred to as the "noble art," and I see no reason why Sunday, July 25, should conflict with that feeling. Rather, with the advent of the "Proms" should we consider the gentler arts with which the hall is usually associated, and ponder, as we journey to South Kensington, how Sir Malcolm Sargent might have dealt with such an occasion. The choice of overture would present little difficulty—Brahms' "Academic Festival" almost chooses itself. (The alternative of the "Tragic," by the same composer, is unthinkable.) In view of the happenings at the recent annual meeting, Berlioz would be represented by his *Symphonie Fantastique*. The drama of the occasion would be heightened by something from Wagner—possibly the Ride of the Valkyries—and there could conceivably be a place for the *Dies Irae* of Verdi. Handel would, of course, have to be represented, and what more suitable than the Music for the Royal Fireworks? It is conceivable, at this point, that the president would make a signal to Mr. Owen Brannigan, waiting in the wings, to declaim "It is enough," and thus would Mendelssohn play his part. But it would be polite to ask Mr. Brannigan to remain in the building, for one would hope that his services would be required later in the proceedings. I cannot see how Elgar can be fitted in, for the purpose of the meeting is quite contrary to "wider still and wider shall thy bounds be set." But Handel seems to be inseparable from such an occasion, and if circumstances at the moment render "See the conquering hero comes" a little premature, Mr. Brannigan ought to have the opportunity of declaiming, in his full, round bass, "The people that walked in darkness have seen a great light." I hope there may even be room for a modified "Hallelujah" to send the members on their way.

### Enthusiasm

No charge of apathy may be laid against those responsible for transport arrangements in connection with the special general meeting. The details published on p. 54 indicate extensive planning, and considerable travelling is called for. The palm for devotion must surely be awarded to the Edinburgh and South-eastern Scottish Branch, whose members leave Edinburgh on Sunday morning at the unearthly hour of 4 o'clock. (I don't know whether that will call for early bed on Saturday evening, with an alarm clock call for 3 a.m., or whether the members will hold a party on Saturday night/Sunday morning and break up in time to board the coach.) The information clearly indicates that widespread interest has been aroused, though it does not follow that all who make the journey are necessarily in favour of one or both of the motions to be put before them. The second of the motions asks for approval for the Pharmaceutical Society to take part in negotiations for establishing a scheme for the training and examination of assistants in pharmacy. It raises a number of questions which will require careful thought before decisions are arrived at.

### Assistants' Training Board

The Pharmacy Assistants' Training Board, formed earlier this year as a result of discussions between the National Pharmaceutical Union, the Company Chemists' Association, Ltd., and the Co-operative Union, has issued a statement bearing on the second motion to be put at the Albert Hall (p. 52). In it, the information is given that the Board will function as an examining body, and that representatives of the Society have been invited to be present at its meetings. The Board, we learn, has agreed in principle the first stage of its activities, which for the "foreseeable future" will be restricted to providing for the training of assistants in pharmacy. But "the Board has not placed any restrictions on its ultimate activities, as conditions may change." Regardless of declared intentions at a later point in the statement, the words quoted are of more than ordinary significance. I view them with considerable misgiving.



# Looking to the Future

## A PHARMACIST'S "MID-SUMMER NIGHT'S DREAM"

PURSUING the developments in medicine and pharmacy that could be expected by the end of the century, MR. G. TEELING-SMITH (director, Office of Health Economics) told members of the Somerset Branch of the Pharmaceutical Society recently that as some consolation for those who had been alarmed by previous, more modest, predictions of his organisation, he had on this occasion chosen as the subtitle of his talk "A Mid-summer Night's Dream." First of all, he said, the rate of progress was accelerating—research spending both by the government and by industry—including the pharmaceutical industry—had shown an exponential growth. Although that was partly due to the fact that research became more expensive as prices rose, and as more complex concepts were involved, those factors were offset by the fact that research itself generated more productive research procedures. He would disagree with those who suggested that medical progress was likely to slow up. On the contrary, he thought that changes in the next thirty-five years would dwarf even the marvels of the therapeutic revolution that had taken place in the last thirty-five. Listing some of the advances that he visualised occurring during his own lifetime Mr. Teeling-Smith cited the use of computers in keeping medical records, in storing and processing epidemiological data, in handling clinical data, and thus in making diagnoses and perhaps even prescribing treatment. In support of his hypothesis Mr. Teeling-Smith quoted an annotation from *The Lancet* of May 15. "The items required for family identification and record linkage have been included on current index cards for births and deaths for the whole of Canada, and marriage and death certificates are now also in a form suitable for assembly into family groups. With the latest computer the linking of the year's crop of 40,000 births in British Columbia will take only about half an hour." At least the first phase of his prediction, he said, was already happening in Canada. Present-day "controlled clinical trials" depending on the still necessary but meaningless concept of an "average" patient would, he believed, become as outmoded as the "clinical impressions" on which doctors had to rely before statistical methods were introduced.

### Tailored Medicine

We had now entered an age when much therapy depended on mass-produced scientific medicines. It seemed likely that in the future it would be possible more often to tailor treatment more specifically to the needs of the individual. For instance, a report had recently been published in *Nature* of a trial of chemically formulated, synthetic diets, suitable for use by interplanetary astronauts. It had pointed out that the preparations used would

make it "possible to tailor formulations to the specific dietary needs of the individual astronaut." If that was already possible for synthetic foods, it might soon perhaps also be possible for medicines. In preventive medicine, it would be possible to predict from recorded data for individuals those who might develop degenerative or other diseases and to take appropriate preventive measures. The relatively minor biochemical abnormalities that might be predisposing factors in, for example, neuroses, might be permanently corrected by medication. Immunological procedures would be developed, not only for the bacterial and viral infections yet unconquered, but perhaps for many other conditions such as cancer. Diseases caused by infection or biochemical abnormality that could not yet be prevented would almost invariably respond to chemotherapy. Increasingly specific measures of environmental control to guard against particular hazards, such as poisoning and accidental injury would be developed. Regulations to prevent deliberate abuses and accidents were likely to become stricter rather than more lenient. Spare part surgery would be taken for granted and might replace the need for many of the present-day artificial limbs. At present, psychiatry was still in its infancy but a recent paper by a psychiatrist had suggested some ways in which diagnosis and therapy, especially in general practice, might change in the future. It had pointed out that the symptoms patients told to doctors might be relatively unimportant compared with those they did not tell. It was the latter that might hold the key to the underlying cause of the disease.

### Control of Inherited Diseases

Just as the germ theory had led to the control of infectious diseases, so molecular biology might in the end lead to the control of all congenital abnormality including, for example, the characteristics that predisposed people to psychoses, arthritis or obesity. That development, however, would probably not be complete before the end of the century. In view of present conditions, said Mr. Teeling-Smith, his predictions might seem unrealistic. They might certainly be wrong in detail. However, he sincerely believed that they were just as likely to prove unimaginative and conservative, as they were to prove fanciful and false. There could, of course, be an alternative—the "back to nature" approach, but he did not think that advances in medicine could be halted any more than it would be possible to revert to urban houses without plumbing. What then, he asked, would be the implications of those changes? Spending on health would grow, he said, and in a very real sense of the term people would be healthier. It would involve acceptance of the fact that sometimes that might involve the

taking of medicine for a whole lifetime, as diabetics generally had to do already. Some who might otherwise have died in youth or middle age would face major surgery or other drastic procedures. For doctors, the greatest change might well be organisational. The single-handed general practitioner would be as much an anachronism in a few years time as a doctor refusing to use chemotherapy would be today. The pharmaceutical industry, of necessity, said the speaker, looked far ahead. Many pharmaceutical companies were now crystal-gazing twenty years ahead.

### Effect on Retail Pharmacists

Most retail pharmacists, by contrast, were concerned with short-term earnings. They needed to make enough to live on and, perhaps, be able to leave some inheritance to their children. The problem was that the legitimate short-term interests of the individual were often in conflict with the long-term interests of the community. That was illustrated most dramatically by the restrictive practices in the declining industries; Mr. Teeling-Smith was afraid that that often also applied to pharmacy. There were many cases where the community would benefit by there being only two or three pharmacies in a single street, instead of the present four or five. There would still be the necessary degree of competition between the remaining pharmacies, but each would be more efficient, and less capital would be unproductively tied up in a multiplicity of premises. That could not happen in many rural districts but in the larger towns it could happen rapidly were it not for the loss and inconvenience suffered by those who closed. The survival of the present number of individual pharmacies was inimical to the survival of the profession as a whole. If even a few of the predicted developments came about, it would be just as difficult for an individual pharmacist to cope in a small pharmacy, as it would be for a general medical practitioner to survive in a single-handed practice. It was even more unimaginable that the pharmacist would be able to cope with the understanding and distribution of the vastly wider range of medicines at the same time as he tried to stock all the present-day non-medical paraphernalia. Current measures to shore up the present framework of retail pharmacy might eventually make it more difficult to adapt to the computer age of medicine. Hard as it must sound, the future of the whole pharmaceutical profession must be best served by a radical modernisation, now, of distributive pharmacy. If pharmacy was to play its part in the coming changes, pharmacists must be prepared to change with the times. In twenty-five years time pharmacy today would probably seem even more remote than his predictions for the future might have seemed.



## IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

WHEN LORD AUCKLAND asked, in the House of Lords on July 15, if the Government proposed to make a statement regarding the hospital building programme, LORD TAYLOR (Parliamentary Under-Secretary of State) replied that the programme in England and Wales was under review. In order that the various authorities responsible for the services should have enough time to consider and work out their plans it was not intended to announce the results of the review this year. It was hoped that they would be published during the first half of 1966.

### Prescriptions in Scotland

MR. A. L. BUCHANAN-SMITH asked the Secretary for Scotland on July 13 what was the total number of prescriptions and the total cost of drugs and dispensing fees for the three months following the abolition of prescription charges compared with the same three months of the previous year and with the three months immediately prior to abolition.

MR. WILLIAM ROSS (Secretary of State for Scotland) provided the following information:—

SCOTLAND	PRESCRIPTIONS	TOTAL	INGREDIENT	DISPENSING
		COST £	COST £	COST £
February-April 1965 ... ..	6,777,040	3,547,915	2,398,522	657,614
February-April 1964 ... ..	5,590,846	2,829,473	1,876,782	546,525
February-April 1963 ... ..	5,759,819	2,734,368	1,760,905	565,926
November 1954-January 1965 ... ..	5,718,812	3,049,160	2,054,050	559,427

### Genetic Study Unit

MR. L. ABSE asked the Attorney General on July 14 "whether he is aware that the London Rubber Co., a manufacturer of contraceptives, and Mark Quin Associates, a public relations firm, agreed together to set up an organisation known as the Genetic Study Unit with the object of fraudulently inducing medical officers of health to act as patrons of a unit that would disseminate misleading information calculated to alarm women and dissuade them from using contraceptive pills; and whether he will direct the attention of the Director of Public Prosecutions to these activities with a view to his initiating a prosecution for criminal conspiracy." Mr. Abse also asked the Attorney General "whether he is aware that the London Rubber Co. clandestinely created and endowed a unit known as the Genetic Study Unit with the object of disseminating to medical officers of health, Members of Parliament and women's institutes misleading and alarming propaganda concerning contraceptive pills; and whether he will direct the Director of Public Prosecutions to initiate criminal proceedings against the directors of the company for creating a public mischief."

The ATTORNEY GENERAL (Mr. Elwyn Jones) replied: "I have seen a Press report about the Genetic Study Unit. If you have further information, I shall be grateful if you will send it to me so that I can consider whether it provides evidence of the commission of a criminal offence which would warrant the institution of proceedings."

### Contracts for Drugs

DR. R. WYNDHAM DAVIES asked the Minister of Health on July 19 on how many occasions and what amount of public money had been expended on purchasing drugs produced by Messrs. Biorex, D.D.S.A. Pharmaceuticals or Inter-Continental Pharmaceuticals, Ltd. MR. KENNETH ROBINSON replied: "In the last two years, two central contracts were placed with one of these firms and thirty-nine contracts were placed with one or other of them by hospital authorities. The total value of all these contracts was approximately £300,000.

DR. DAVIES—"These companies, these mushroom companies, have grown up as a result of the breaching of the Patent Act, Sections 41 and 46 and . . . one of these companies sold a life-saving drug for children which was 30 per cent. below strength." Dr. Davies then suggested the Minister should not be deflected in his efforts by the business interests of his colleagues. Sir Barnett Stross and Mr. Harold Davies." When the SPEAKER intervened Dr. Davies said that they were directors of one of the companies and he

that this increase is not due to abuse of the service by certain patients?"

MR. ROBINSON: "If you are talking of abuses of the service I wonder why you say 'by certain patients' since it is the doctors who sign prescriptions, but I would tell you that the increase has varied very considerably from area to area and from month to month and it is far too early to draw any final conclusions. The Minister also provided the following information:—

(a) Numbers of prescriptions dispensed by chemists in England and Wales during the months of February, March and April, 1965, compared with the same months of 1964:

	NUMBER OF PRESCRIPTIONS	
	1964	1965
February ... ..	18,396,022	20,775,870
March ... ..	17,678,895	23,735,830
April ... ..	17,901,435	20,213,539
Totals ... ..	53,976,342	64,725,239

(b) Numbers of prescriptions dispensed by chemists in England and Wales during the months of:

1964		
August ... ..	...	14,611,711
September ... ..	...	16,263,446
October ... ..	...	18,062,199
November ... ..	...	17,656,154
December ... ..	...	17,634,277
1965		
January ... ..	...	18,579,479

### Whitley Councils

LORD BALNIEL asked the Minister of Health what steps he was taking to improve the National Health Service negotiating machinery. MR. ROBINSON said in a written answer on July 19 that he was keeping a general review on the working of the Whitley Councils which he had already discussed with representatives of the staff.

### Proprietary Drugs

MR. L. A. PAVITT asked the Minister of Health if he was going to state the rate of increase in the prescribing of proprietary drugs in the National Health Service this year as compared with last, and the percentage of the total now prescribed, represented by proprietaries; and what new action he would take to persuade doctors to prescribe non-proprietary equivalents, without interfering with their clinical freedom. MR. ROBINSON said in a written answer, prescriptions of proprietary preparations totalled just under 74 per cent. of all prescriptions during the year ended March 31, compared with 71 per cent. the previous year. Lists had been issued of such preparations with non-proprietary equivalents and he intended to revise and re-issue those when he had advice from the Standing Joint Committee on the Classification of Proprietary Preparations.

### Quality Control

MR. I. L. EVANS asked the Minister of Health if in considering his proposed legislation for quality control of drugs, he would consider the system of examination of samples on a regional basis by nominating the laboratories of full-time public analysts in six or seven

wanted to make that point clear. The SPEAKER intervened again to say that the implication underlying Dr. Davies' words was that the members he had mentioned were exercising themselves as directors improperly to influence the Minister in his duties. Dr. Davies must make it plain that he was making no such allegation. DR. DAVIES—"I make no such allegation."

MR. ROBINSON told the questioner that Sir Barnett Stross resigned his directorship of Messrs. Biorex on becoming a Minister and that Mr. Davies resigned his directorship in April, 1959."

### Transport of Chemicals

MR. A. S. NEWENS asked the Minister of Health on July 19, if he was satisfied that the regulations prohibiting the conveyance of foodstuffs alongside dangerous chemicals were sufficient to prevent any danger to public health. MR. CHARLES LOUGHLIN (Parliamentary Secretary, Ministry of Health) said that he was satisfied that the Food Hygiene General Regulations required sufficient precautions to be taken to prevent the contamination of food.

### N.H.S. Prescriptions

SIR KNOX CUNNINGHAM asked the Minister of Health about prescriptions issued under the Health Service in England and Wales before the abolition of prescription charges and for the six months after, respectively. He said that certain figures given by the Minister showed a very marked increase in the number of prescriptions over the period. He asked "Are you satisfied



strategic parts of the country as regional laboratories. MR. ROBINSON replied on July 19 that it was one of the suggestions he was considering. MR. EVANS also asked the Minister if he would consider a single system of inspection and sampling of the quality of drugs instead of the proposed inspection by the Licensing Authority, the Pharmaceutical Society and the Food and Drugs Authority. MR. ROBINSON again said it was one of the suggestions he was considering.

#### Uncollected Prescriptions

MR. R. F. WOOD asked the Minister of Health the number and value of prescriptions uncollected from dispensing chemists during the most recent 12 months for which figures are available. MR. ROBINSON replied that none of the information was available.

## LEGAL REPORTS

### Charge Not Substantiated

AT Manchester on July 1, Mr. Alan Ferguson, Bedford Road, Rock Ferry, Birkenhead, was cleared of a charge of possessing dangerous drugs found in a Manchester flat. Prosecuting, Mr. J. Pey said a forensic report on the analysis of the material found in Ferguson's possession had not yielded evidence to substantiate the charge against him. He said several other people charged at the same time had eventually pleaded guilty, but Ferguson had maintained throughout that he was not guilty. Ferguson was discharged.

### Altered Prescription

A SHOPFITTER was described by the North London magistrate on July 12 as: "Just a young man who is inexperienced in life." Appearing on remand was Michael John Clogg, 13 Goldie House, Hazellville Road, London, N.19, who had pleaded guilty to attempting to obtain 150 dexamphetamine tablets from Robert Wise (Chemist), Ltd., 158 Hornsey Road, London, N.19, by false pretences. At a previous hearing a police officer said Clogg had altered a prescription for 50 tablets. The defendant told police he was worried about his weight and thought they were just slimming pills. Granting him an absolute discharge, the magistrate said he did not think that Clogg would ever be seen in a criminal court again.

## COMPANY NEWS

Previous year's figures in parentheses

**DUNBEE-COMBEX, LTD.**—Group net profit, before tax, for the year ended March 31 was £232,629 (£203,067). Dividend is 42 per cent. (35 per cent.).

**TAKEDA CHEMICALS, LTD.**—Results for year ended March 31 in million yen were: net sales, 94,784 (73,298); operating profit, 17,852 (14,295); net earnings after tax, 8,673 (6,695).

**LEWIS & PEAT, LTD.**—Dividend recommended is 30 per cent. on increased capital (27½ per cent.) for the year to March 31, 1965. Group profit

improved from £764,119 to £805,748. After heavier tax the net figure is £415,041 (£462,064).

**GNOME PHOTOGRAPHIC PRODUCTS, LTD.**—Profit for the year ended May 31 was £145,341 (£128,203) before tax of £56,612 (£67,802). Recommended dividend is 25 per cent. on capital increased by a one-for-five scrip issue which represents a rise of 4.16 per cent. on the previous year.

**WHITMOYER-REED, LTD.**—Mr. R. F. Byrnes has been appointed managing director as from August 1. Mr. Byrnes, who joins the company from the Whitmoyer parent company Rohm & Haas, Philadelphia, U.S.A., will replace Mr. J. R. Taverner who has been appointed international manager of a new veterinary products division in Philadelphia.

**LONDON RUBBER CO., LTD.**—Group pre-tax profits for year ended March 31 were a record at £2,521,826 (£1,921,298) and recommended dividend is 33 per cent. (equivalent of 26.46 per cent.). The chairman (Mr. A. R. Reid) expects further improvement in the current year and believes the impact of the new Corporation tax "will not be excessive."

**COCKBURN & CO., LTD.**—Mr. P. C. Kelly (chairman) told shareholders in Glasgow on July 15 that during the first three months of the current year sales had increased by 10 per cent. Two new retail shops would be opened this year, and the company now had twenty-five shops throughout Scotland. Wages, local rates and rents continued to rise, said Mr. Kelly but he felt confident that the 1966 results would show a "considerable improvement."

**BOOTS PURE DRUG CO., LTD.**—An increase in home sales of 11.7 per cent. for the first quarter of the current year was reported by Mr. Willoughby R. Norman (chairman), at the annual meeting in Nottingham on July 15. The increase, he said, was bigger than the one he had to report for the equivalent period in 1964, but he did not expect the very high rate of sales to continue throughout the year. Everything depended upon the economy of the country. The credit squeeze, like medicine, must work in order to do any good. Its effect had been very belated and it was now at long last just beginning to bite.

**SANGERS, LTD.**—Despite the improvement achieved in the trading results during the year ended February 28 (C. & D., June 26, p. 650), the chairman (Mr. L. A. Renshell) warned members there is still some way to go before it will be possible to recommend Ordinary dividends. Mr. Renshell believed that things have taken a turn for the better, but the future is hard to foretell. Directors' remuneration and interest charges should be materially less in the current year but operating expenses are increasing all the time—changes in the last two Budgets will involve the group in some £38,000 a year additional costs, apart from any increases in wages. In the case of the group, gross profit is fixed by manufacturers and therefore increased ex-

penses can only be absorbed by greater efficiency and higher volume of profitable sales, and adds: "There is a limit to what can be done." The result of the past year's trading, together with the sale of certain branches, enabled the overdraft to be reduced from £794,227 to £322,010. Had it been possible to sell their Birmingham premises, the liquid position would have been much better still. In addition, capital reserves were increased by £144,796 as a result of the transactions.

## BUSINESS CHANGES

**MR. J. C. HOLMES, M.P.S.**, is now trading under his own name at 107 South Farm Road, Worthing, Sussex.

**MR. G. W. O'NEILL, M.P.S.**, D.B.A., has acquired the pharmacy of Mr. E. J. Cooper, 74 West Street, Crewe.

**MR. G. COLLINS, M.P.S.**, has opened a pharmacy at 5 Chestnut Way, Gurnos Estate, Merthyr Tydfil, Glamorgan.

**MR. J. S. REDSHAW, M.P.S.**, has acquired the Market Place Pharmacy, Fordingbridge, Hants, from Mr. T. H. Adams, M.P.S.

**FLETCHER & FARLOW, LTD.**, have removed to 196 Campden Hill Road, London, W.8 (telephone: Bayswater 3292).

**MR. D. E. STANIER, M.P.S.**, is to transfer his pharmacy to Bargates Centre, 105 High Street, Burton-on-Trent (from 83 High Street), on August 8.

**ALLEN & HANBURYS, LTD.**, are transferring their pharmaceutical buying department to the Ware, Herts, factory from Bethnal Green, London, E.2, on August 2. Invoices for goods supplied should still be sent to Bethnal Green but other communications should be addressed to Ware (telephone: Hertford (HE3) 4567).

### Appointments

**COATES & COOPER, LTD.**, Pyramid Works, West Drayton, Middlesex, have appointed Mr. J. P. Woolmer representative for the Tyne-Tees area and Mr. H. W. Mangham for West Riding.

## PERSONALITIES

**MR. NORMAN BERRY, M.P.S.**, who has been general manager of Burroughs Wellcome & Co. (South Africa), Ltd., in Johannesburg since 1964, is at present on a two-months' visit to Britain. Mr. Berry previously represented the Wellcome Foundation, Ltd., in East Lancashire from 1946 to 1954 and after a period at head office he was appointed sales manager of the company's Pakistan house in April 1959.

**DR. A. B. PATERSON**, who has been promoted deputy director of the Central Veterinary Laboratory, Weybridge, following the death of Mr. J. L. McGirr, graduated from Glasgow Veterinary College in 1941. He joined the staff of the Biochemistry Department at the Central Veterinary Laboratory in 1944 after undertaking post-graduate training in chemistry during



the tenure of an Agricultural Research Council grant. Dr. Paterson obtained the degree of Ph.D. of London University in 1954, and became a Fellow of the Royal Institute of Chemistry in 1958. In 1959 he became senior research officer, Grade I, in charge of the Virology Department.

MR. C. A. F. HASTILOW, who is chairman of Smith & Nephew and



Peter Van Der Merwe (captain) receiving a first-aid set from Mr. Hastilow.

Associated Companies, Ltd., has held a life-time interest in cricket. He was chairman and honorary secretary of the Warwickshire county cricket club 1948-1962, president of the Warwickshire

Youth Cricket Council in 1961 and a member of the M.C.C. Youth Cricket Association in 1952. At Lords recently he presented a first-aid kit to the South African touring team.

## MARRIAGES

**HALL—WHITE.** — At St. Mary's Church, Burnham Westgate, Norfolk, on July 14, William Alexander Hall, M.P.S.N.I., 18 Springfield Road, Stonegate, Leicester, to Miss Rosemary Gilbert White, M.P.S., The Pharmacy, Burnham Market, King's Lynn, Norfolk.

**LINLEY—DIXON.** — At St. John's Church, Darlington, co. Durham, on July 3, Peter Anthony Linley, M.P.S., 17 Gledhow Grange View, Roundhay, Leeds, 8, to Patricia Dixon, 46 The Broadway, Darlington.

**McINTYRE — EWING.** — At Vancouver, British Columbia, Canada, on June 28, Eric McIntyre to Margaret White Ewing, M.P.S., 280 Milton Road East, Edinburgh.

**PARSONS—HUMPHREY.** — At St. Nicholas' Church, Great Doddington, Northants, recently, James Frank Parsons, M.P.S., 9 Cambridge Street,

Wellingborough, Northants, to Wendy June Humphrey, Great Doddington.

## DEATHS

**CLARKE.** — Recently, Mr. Robert Lyons Clarke, M.P.S.N.I., 74 Main Street, Portrush, co. Antrim, aged sixty-four. Mr. Clarke was a senior director of Clarke's Pharmacy, Ltd., Portrush. During the 1939-45 war he saw service in the Middle East and was on the m.v. Munster when she was sunk in Liverpool Bay by enemy action, four months after the start of the war. A member of the Portrush golf club, Mr. Clarke twice won the Ulster Chemists' championship. Mr. Clarke, who was a bachelor, is survived by a brother and four sisters, one of whom, Miss W. G. Clarke, is a pharmacist.

**MANFIELD.** — On June 27, while on holiday on the French Riviera, Mr. Wilfrid Gilbert Manfield, M.P.S., 91 Gunnersbury Avenue, London, W.5, aged fifty-six.

**STOCK.** — On July 11, Mr. J. W. Stock, formerly senior representative of Rankin Bros. & Sons, cork merchants, 139 Bermondsey Street, London, S.E.1, and Caramujo, Portugal, aged seventy-six years.

# Stepping up Aerosol Filling

## NEW HIGH-SPEED PRODUCTION LINE AT BRACKNELL

A NEW high-speed aerosol production line designed to handle all likely sizes of tinplate cans at speeds of up to 200 per minute has just been brought into use by Aerosol Packaging Co., Ltd., at their Bracknell, Berks, factory. The availability of two-stage product filling is one of the features of the line, others are a choice between vapour and vacuum purging, automatic accumulation to allow for minor stops on the gassing machine, 100 per cent. check-weighing, hot-water spray prior to hot bath, twin labelling machines, three-track packing section and mezzanine floor carton assembly.

By incorporating those features, the company believe that the line is not only one of the fastest in the world, but is probably the most versatile. The ancillary equipment installed includes two 15-ton Isceon propellant tanks, 10,000-gall. water and alcohol storage tanks.

The unit is housed in part of a storage building which is 100 yards long. A new sub-station had to be supplied by the Electricity Board and more than three miles of electric cabling was used in the wiring of the line itself. Another mile was used in the wiring of the ancillary equipment. A machine for getting rid of air from containers could not be produced to meet their specification so A.P.C. designed everything except the base and the container handling. The purging vapour flows down pipes into the containers and by means of adjustable cams the position at which the pipes fall and rise can be changed. The distance of the pipe into the container, the flow of the vapour, and its pressure can all be altered. The "efficiency" of purging can be varied.

Cans pass over a check weigher and those which are outside the limits of



The final act, placing the aerosols into cartons, at the end of the 100 yd. filling line. The ample working space is evident.

tolerance are automatically rejected. The rejects are then checked manually, the faults being noted and corrective action taken where necessary. One of the other special features previously mentioned is the hot spray and water bath. Although the building is 100 yd. long there was not room for a conventional hot-water bath. It was, therefore, necessary to seek a new means of testing. After extensive experimental work it was found possible to reduce the overall length of that section by spraying very hot water on the containers and then immersing them in a bath of much smaller length than conventionally used.

The unit and storage building is on a 15-acre site which the company hope to develop in the near future. When ready, the plant will have a filling capacity of 50 million aerosols a year. To some, that may seem to be an over ambitious programme but the managing director (Mr. M. N. Conville) believes that the spectacular growth in aerosols will continue and to meet it some surplus facilities must always be available to fulfil new and urgent demands. For that reason he refutes the suggestion made in a recent report on aerosols in the lay Press that the industry was currently suffering from over-capacity.



**From France.**—"One of the best sellers in France and rapidly becoming known and appreciated in Europe and North America," Jacques Heim perfume presented by Johnson & Wayne, Ltd., 73 High Street, Lewes, Sussex, is now available in the United Kingdom. Offered in only one fragrance—J'Aime—it is described as a light slightly floral bouquet over a heavy persistent base. The pack is in grey and white bearing the fox's head motif. The perfume is available in 1/7, 1/4, 1/2, 1 and 2-oz. containers and the *eau de toilette* in 1 1/2, 3 1/2, 7 1/2 and 15-oz. containers. Johnson & Wayne, Ltd., announce that soap and talcum powder are to be introduced at a later date.

#### SUNDRIES

**New Glove.**—William Oliver's (Rubber), Ltd., Blackhorse Lane, London, E.17, have introduced a new household glove under the brand name Plus.

**New Style.**—Marathon Knitwear (Nottingham), Ltd., Peveril Street, Nottingham, have introduced a new style of one-way nappy pants. The new design is said to give much greater protection for the baby.

**Control of Flying Insects.**—Rentokil Insectrol is a new 20-oz. aerosol developed by Rentokil Laboratories, Ltd., Felcourt, East Grinstead, Sussex, as a "quality" product formulated to give effective control of flying insects (flies and mosquitoes) and crawling insects (ants, cockroaches, etc.).

**Fish Food.**—Phillips Yeast Products, Ltd., Park Royal Road, London, N.W.10, have adopted a new plastic drum for their cold water fish food. The change has been made in order to make the pack show more clearly the quality of the product and to emphasise Saprolegnil, the unique ingredient included in the formula to protect fish from fungus disease.

**Handy Stoppers.**—William Freeman & Co., Ltd., Staincross, Barnsley, England, have recently introduced a range of rubber moulded closures for retail distribution to the domestic consumer. A selection of Suba-Seal closures in the types and sizes most suitable for household use has been mounted on a display card containing one each of the following stoppers: (a) Suba-Seal plug type, in three sizes, suitable for sealing "cork mouth" type bottles, the knurled head providing good grip for both insertion and extraction; (b) three sizes of Suba-Seal turnover type, suitable for "cork mouth" bottles but having the Suba-Seal turnover skirt, which grips the outside of the neck of the bottle, in addition to the security feature of the Suba-Seal serrations that provide a suction seal on the inside of the bottle neck; (c) three sizes of Suba-Seal plug insert type with a thin top flange and suitable for use under the screw cap of small pill and medicine bottles.

## TRADE NOTES

**Ended.**—Bayer Products Co., Wintthrop House, Surbiton-upon-Thames, Surrey, advise that the bonus offers concerning Panadol, Hayphryn and Lenium were available only until June 30. [Corrected note.]

**New Distribution Arrangements.**—Klosterfrau (Great Britain), Ltd., 16 Berkeley Street, London, W.1, announce that from August 1, their product Nopaine will be handled by Practical Pharmaceuticals, Ltd., 50 Jesmond Road, Newcastle-upon-Tyne, 2, to whom all trade inquiries should be addressed.

**Price Reduction.**—Shrimpton & Fletcher, Ltd., Première Works, Redditch, Worcs, announce a significant deduction in the price of all sizes of their Steriseal disposable syringes. The new prices are to come into force on August 1, and the manufacturers are accepting orders now at the new prices for delivery on or after August 1.

**To be in a Hard Capsule.**—Lewis Laboratories, Ltd., Lavender Walk, Leeds, 9, inform us that so soon as their present stocks of Lipotriad, manufactured in soft gelatine capsules, are exhausted the preparation is to be offered in size 1 hard gelatine capsules. The active constituents are unchanged.

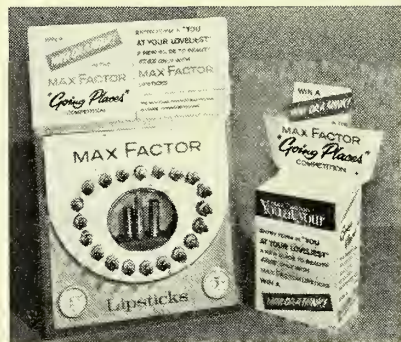
**Taken Over.**—The making, distribution and promotion of Resinol preparations has been taken over by the Mentholatum Co., Ltd., Slough, Bucks. Supplies of the small and large size Resinol ointment are immediately available. Resinol shaving sticks have been discontinued. Resinol soap is expected to be available in about six weeks. Orders should be sent to wholesalers.

**Discontinued.**—GEDEON RICHTER (GREAT BRITAIN), LTD., 14 Weedington Road, London, N.W.5, are no longer manufacturing the following:—Riserpa tablets, Veropyron tablets and Epilamin tablets.—W. B. CARTWRIGHT, LTD., Rawdon, Leeds, announce they have

discontinued the 8-oz. pack of Lobeline.

**Again Available.**—ABBOTT LABORATORIES, LTD., Queenborough, Kent, announce that their Pentothal rectal suspension Abboset is again available in 2-gm. disposable rectal syringes. —JOHN BELL, HILLS and LUCAS, LTD., Oxford Works, Worsley Bridge Road, London, S.E.26, announce that adequate supplies are now available of Hemosol. The production difficulties have been overcome.

**Competition.**—A nation-wide competition designed for stockist and consumer participation has been arranged by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1. Entitled "Going Places," it aims at increased merchandising support for Max Factor products, particularly lipsticks, Creme Puff and eye make-up during the late



Effective merchandising material in the form of a crowner for Max Factor's lipsticks, Creme puff or eye make-up counter display units announces the company's nation-wide "Going Places" competition. Free entry forms are printed inside the beauty magazine "You At Your Loveliest."

summer and autumn selling period. The first prize for customers is a full length mink coat or a Mini de luxe car, with prizes of fitted beauty cases for the fifty next best entries. The competition is open to any woman buying a Max Factor lipstick. Entrants must select the six most popular lipsticks from a range of twenty shades and then give, in not more than twelve words, a reason for using Max Factor lipsticks. The stockist who sells a lipstick to the successful entrant will receive a cheque for £50 and the fifty retailers supplying other prize winners will be awarded a beauty case and a Factor for Men travel trio. The competition commences on July 5 and closes on November 14. The results are to be published in January 1966.

#### Christmas Showrooms

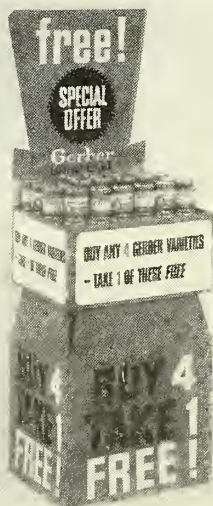
THE following have been notified:—H. BRONNLEY & Co., LTD., 10 Conduit Street, London, W.1, July 26-29.

SCOTT & BOWNE, LTD., Queen's Hotel, Cardiff, July 26-30.

SHULTON (GREAT BRITAIN), LTD., Queen's Hotel, Cardiff, July 26-30.

#### Premium Offers

GIBBS PROPRIETARIES, LTD., Hesketh House, Portman Square, London, W.1: Signal toothpaste. Six silver plated Sheffield-made teaspoons, supplied for 4s. 6d. plus one empty New Signal carton, until October 31.



Retailers participating in the Gerber buy-four-get-one-free promotion are being offered attractive dump bins as well as wire rack headboards and "shelf talkers."



## NEW PRODUCTS AND PACKS

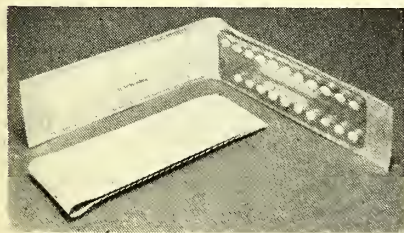
### PHARMACEUTICAL SPECIALITIES

**For Epidural Injection.**—Astra-Hewlett, Ltd., King George's Avenue, Watford, Herts, have made available Citanest 1.5 per cent. Epidural. The active ingredient is  $\gamma$ -n-propylamino-propion-*o*-toluidide (prilocaine) hydrochloride, 1.5 per cent., w/v, in sterile aqueous solution for injection containing no bacteriostat and no vasoconstrictor. The pack is ampoule of 25-mil.

**Nitrofurantoin and Imipramine.**—Berk Pharmaceuticals, Ltd., Catteshall Lane, Godalming, Surrey, announce the introduction of Berkfurin brand of nitrofurantoin, presented as yellow scored, 50 mgm. and 100 mgm. tablets in containers of 100 and 1,000. The company also issue Berkomine brand imipramine. Berkomine is presented as orange coloured sugar coated 10 mgm. tablets in containers of 60, 250 and 1,000 and 25 mgm. tablets in containers of 50, 200 and 1,000.

**Influenza Virus Vaccine.**—DUNCAN, FLOCKHART & EVANS, LTD., Birkbeck Street, London, E.2, announce the introduction of Admune-AQ, an influenza virus vaccine (inactivated), standardised by hæmagglutination, to contain in 1 mil, 15,000 H.A. units made up of 6,250 units of A/England/1/61, 2,250 units of A/England/12/64, 4,250 units of B/England/939/59 and 2,250 units of B/Taiwan/4/62. The vaccine is suspended in a buffered saline solution, with 0.013 per cent. thiomersal as bacteriostat and supplies will be available early in August. Admune-AQ will be supplied in single-dose disposable syringes, Snapjects, each complete with a suitable sterile needle. — GLAXO LABORATORIES, LTD., Greenford, Middlesex, announce that Invirin (aqueous) influenza vaccine will become available during early August, and will be offered in a single-dose disposable Jexin unit. The vaccine also contains the four appropriate strains of influenza virus and has been standardised by the approved hæmagglutination method to contain a total of 15,000 HA units per dose.

**Now Twenty-one.**—The British Drug Houses, Ltd., Graham Street, London, N.1, announce the introduction of a



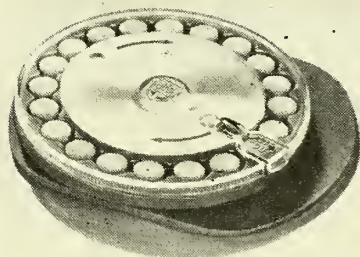
21-tablet presentation of their oral contraceptive, Volidan. The presentation is being known as Volidan 21, and is being introduced as an alternative to the conventional 20 tablet pack for those doctors who prefer a "three-weeks-on-one-week-off" schedule. The tablets are packed in a neat plastic wallet.

**Topical Steroid Therapy.**—Glaxo Laboratories, Ltd., are adding to their range of the Betnovate topical steroid preparations two new products, Betnovate-C cream and Betnovate-C ointment. The new preparations combine chionoform (iodochlorhydroxy - quino-line) with the highly active steroid ester, betamethasone 17-valerate. The new combination is for the treatment of conditions where fungal infection is present. The new preparations are issued in containers of 15 gm.

**Iron Deficiency Anæmias.**—Glaxo Laboratories, Ltd., Greenford, Middlesex, announce the introduction of a new product to give a combined protection against megaloblastic and iron-deficiency anæmias in expectant mothers. Known as Pregamal, the new product bears a distinct family resemblance to Fersamal in that the ferrous fumarate content is the same—200 mgm. per tablet. But Pregamal also contains folic acid, 100 micrograms per tablet, for the prevention of megaloblastic anaemia. Packs are containers of 100 and 1,000.

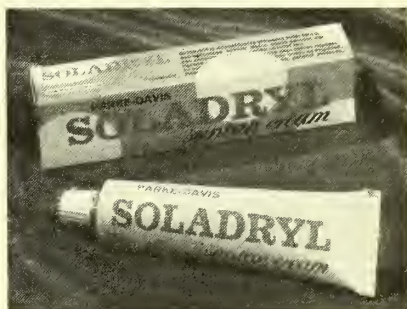
**Biliary Abstergent and Hydrocholeric.**—Zanchol, new biliary abstergent issued by G. D. Searle & Co., Ltd., High Wycombe, contains  $\gamma$ -oxo- $\gamma$ -(8-fluoranthene) butyric acid 250 mgm. in each tablet. It is claimed to effect an increased flow of thin bile (hydrocholerisis) with a resultant flushing and drainage of the biliary tract, and its use is indicated in such disorders of the biliary tract as chronic cholecystitis, cholangitis, postcholecystectomy syndrome, biliary dyskinesia and certain types of hepatic dysfunction. Dosage varies with individual requirements for hydrocholerisis. Most patients respond satisfactorily to three or four tablets daily, with meals and at bedtime. The use of Zanchol is contra-indicated in the presence of frank obstruction of the biliary tract; gallstones without obstruction are not a contra-indication. The makers state it should be used cautiously, if at all, in acute cholecystitis. Pack is a container of 100 tablets.

**Aid to Dosage.**—The success of the oral contraceptive method depends on the maintaining of regular dosage, and



Ortho Pharmaceutical, Ltd., Saunderton, Buckinghamshire, therefore announce improvements in the packing of Ortho-Novin tablets. The new pink Dialpak is not only better looking, but even easier to use than the blue version. Both packs contain twenty tablets.

**Proved in Australia.**—Parke, Davis & Company, Staines Road, Hounslow, Middlesex, have introduced Soladryl,



a new suntan preparation containing specially selected sun-screening agents. The preparation has already proved its effectiveness on the sun-drenched beaches of Australia, where it is known as Filtrosol. It is a smooth creamy preparation, easy to apply and pleasantly perfumed. It is available in tubes containing 1½ oz. and 2½ ozs.

**For Every Type.**—The Inka natural skin care range of products about to be distributed by Biometica, Ltd., Barnet By-pass, Boreham Wood, Herts, is



aimed at providing "daily skin-care for every type of skin." The products are said to be compounded of "natural ingredients from flowers, herbs and blossoms." The Inka system of skin care is based on a morning and evening routine involving the use of four preparations—cleansing milk, a "stimulation" and foundation and nourishing creams. Four ranges are issued, range J for the young and sensitive skin, range T for the dry skin, range F for the oily skin and range A for the mature skin.

**In Six Shades.**—Elizabeth Arden, 25 Old Bond Street, London, W.1, are introducing Colour Veil which is described as, "Not quite a rouge, not quite a powder—but a blending of both, to be fluffed over the face with an artist's blending brush made of natural fur, to make complexions look radiantly alive, and aglow with young freshness." Colour Veil comes in a mirrored gilt compact and the blending brush is enclosed in a gilt retractable holder. It is offered in six shades:—Tawny pink, deep tawny pink, deep blush rose, deep beige pink, rose tan and lively blush pink.



# Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

## July 25

SIR,—I would like to make a final appeal to pharmacists to cast their votes on July 25. If the motion is carried, our prestige will be greatly enhanced in the eyes of the Ministry of Health and the public. We will have earned the right to be the sole custodians of drugs and medicines; our bargaining position with the Ministry will be considerably strengthened in National Health Service negotiations. If the motion is lost, we will see the decline and fall of pharmacy as an honoured profession and pharmacists will gradually become like American drug stores. The issue is clear, so Vote! Vote!! Vote!!!

N. H. RADCLIFFE,  
Aughton, Lancs

SIR,—I have no doubt that at the Special General Meeting there will be a large number of self-fancied potential candidates for Council, not noted for taciturnity, who, realising that they have a large, unique and (most important) captive audience, will be ready and willing to present a thesis on any subject from Adam's aching rib to Jesse's business acumen. I have no doubt that there will also be a large majority who, because of the professional wind of change threatening to blow away the Jenkin cobweb, will not be averse to using the filibuster technique. I have no doubt that 99.99 per cent. of the audience have already decided which way they will vote on the main motion and, as many live far away and most if not all have homes to go to, I suggest that we open the proceedings by appointing scrutineers who can immediately collect and count the ballot papers.

"MUGWUMP-159"

## Pharmaceutical Special

SIR,—The Pharmaceutical Special train being run from Newcastle to London for the special general meeting of the Pharmaceutical Society on July 25 is completely booked. Only cancellations are now available and for these there is a waiting list. Because of this, all ticket holders who have to change their plans are asked to notify either Mr. L. R. Renwick, telephone number: Newcastle 29751 (in business hours) or Mr. H. Mackley, telephone number: Newcastle 655574 (outside business hours). Refunds can only be made if notification is received before noon on July 24. Extra seating has been arranged on the train and because of this some members will find their coach letters changed. Every effort is being made to notify those affected. Members are asked to be guided by the coach marshal. Co-operation with his requests will help to ensure a successful journey.

H. MACKLEY,  
Newcastle-on-Tyne

## A Health Scheme

SIR,—The comments on Health Service drugs during his inaugural address by Dr. P. B. Cusack (president, Irish

Medical Association) (*C. & D.*, July 17, p. 50) were noted with interest and approval by my executive committee. My Association hopes that support will be given by all concerned to Dr. Cusack's constructive suggestion that "drugs should be made available for the middle income group and the chronic sick, through retail pharmacies, if possible at a nominal charge." This, in the opinion of my committee, could be realised—possibly through some scheme involving a subsidy by the health authorities, a contribution from the patient and a reasonable professional fee to the pharmacist. It is only fair to emphasise that the cost of medicine to the public today is not determined solely by the community pharmacist—rather it is the result of many factors which are cumulative, e.g., international prescribing trends, increased research costs and mandatory safety measures. In the final analysis the added cost is a measure of the increased benefit to the patient.

E. J. BURRELL, M.P.S.I., President,  
Irish Pharmaceutical Association

## Marketing Policy

SIR,—It appears to be the present policy of the N.P.U. marketing committee to antagonise both the retail pharmacist and his very good friends the many manufacturers who supported the Chemist Federation. First there is the co-operation with Smith & Nephew, Ltd., in advertising their lines nationally and now there is the quite unnecessary sponsoring of packed lines and sweets by a house with diverse interests, good friends of pharmacy though they may be. For years we have had very satisfactory products from specialist packers such as Thornton & Ross, Ltd., and Maclure Young & Co., Ltd., and excellent confectionery from A. W. Simpkin & Co., Ltd., and Meggesons & Co., Ltd. All these people have proved themselves over a long period of time (and I have no doubt they have had their temptations) to be true friends of pharmacy. Their very existence depends on their specialisation and they obviously are entitled to our support. The N.P.U. are not producing a competitor to a national line they are merely creating a great deal of unpleasantness in their own camp. If there is another aspect to this business I would be pleased to hear it, meanwhile I shall stick to my present suppliers.

E. J. COOPER,  
Hitchin, Herts

## Dividend Distribution

SIR,—With reference to your report on drug share movements (*C. & D.*, July 17, p. 61), I would like to point out that you have misrepresented the dividend distribution of Hodders, Ltd. The proposed final payment of 17½ per cent. follows a single interim dividend of 5 per cent. making a total of 22½ per cent. for the year, which is an increase of 2½ per cent. over the previous year and not 5 per cent. as

stated. There is also a special distribution of 2½ per cent. (against nil)—in this you are quite correct.

S. G. TYDEMAN,  
chairman,  
HODDERS, LTD.

## The Green Eye of the Little Black Bag

### or No Gold in Them Thar Pills (According to view)

Way out in the wild Westminster  
In the N.H. Service branch  
There's a fightin' feud and an ugly mood  
With the boys of the G.P. ranch.  
As the B.M.A. and the M.P.U.\*  
Surround the Ministry transom  
They stealthily grope for their stethoscope  
And hold the sheriff to ransom.  
But the sheriff, one K. Robinson,  
Replies with similar tricks  
With a gun at their head which don't fire lead  
But drops some massive bricks.  
There's a rootin' tootin' public Press  
Like Indians in full cry  
Who don't care a hoot who starts to shoot  
As long as there's scalps to fly.  
There's trouble up in the M. of H.  
Where the sheriff daily treks  
There's a shootin' affray by the B.M.J.  
And the boys of the brand RX.  
The sheriff packs a gun to impose  
The wild Westminster law  
Though he has a hunch that the medical bunch  
May be too quick on the "withdraw."  
There's some restless G.P. outlaws  
Who are tired of talk of quittin'  
And "shucks" they say to the B.M.A.  
"We're packin' our bags and gittin'."  
The other medical services  
Who crowd the N.H. saloon  
Don't take a side—they, too, have cried  
For the "adequate payment" moon.  
There may be the writing on the wall  
And maybe the sheriff should heed it  
But the pharmacist knows if it's medico's  
That no one ever will read it!  
There's muttering among the patients  
Outside the saloon by the door  
Their stamp's increased and they think, at least,  
That they shouldn't pay any more.  
There's bitter words in the old corral  
Of wastage of cash at large  
Of clerical hordes on hospital boards  
And scripts that are free of charge.  
Way out in the wild Westminster  
For "peace" they keep open the channel  
—Where men aren't men, and women aren't women.

But numbers on somebody's panel.

\*Medical Practitioners' Union.

J. J. HAYTOR,  
Winchester

## Poser Solution

"AFTER several attempts" [at the lower part of last week's "poser" prescription], writes the sender, "we contacted the prescriber, who informed us that the prescription reads":—  
"In lieu of E.C.10(D)."

## WILLS

MR. C. H. B. BOND, M.P.S., 11 Wyckham Close, Harborne, Birmingham, left £3,306 (£3,225 net).

MISS R. G. ROBINSON, M.P.S., 384 Beccles Road, Carlton Colville, Suffolk, left £3,030 (£2,449 net).

MR. H. R. STORM, M.P.S., 90 Ham Road, Worthing, Sussex, left £11,936 (£11,842 net).





# DEVELOPING GOODWILL

## One way of overcoming opposition

H. ROY COX

(Joint Managing Director, Arthur H. Cox & Co., Ltd.)

THE possible collapse of resale price maintenance should have prompted many chemists to consider the possibility of concentrating more on own-name products in the future. In that connection it is interesting to read that Boots, Ltd., are to give more prominence to their own brand lines and that they hope to spread the sales of such products to the private chemist.

At one time most chemists could offer their own specialities for the "common or garden" ailments which affected their customers, but intense publicity for branded medicines has educated the public to go into the pharmacy and demand a proprietary seen on their television the night before. Whilst sales for heavily advertised products need no effort, neither do they bear any element of goodwill for the retailer and the customer is most likely to obtain further supplies at other points of sale.

### Numerous Opportunities

That is not to say that a customer who asks for a definite brand should be dissuaded and sold an own-name product; such treatment is likely to offend. It is astonishing, however, how many opportunities there are to recommend a specific product in response to the vague appeal "something for a cough," etc., which occurs many times a day. More astonishing is the response of so many assistants to that type of request. Instead of recommending an own-name product, the nearest well advertised proprietary is offered, and, of course, accepted. If the pharmacist-owner is seriously considering the advantages of his own packs, he must at the same time realise that some

little time will have to be expended in showing his staff how opportunities can be seized without offence to customers. If the preparation sold brings relief, as it no doubt will if well formulated, a grateful customer will return on another occasion, and, what is more, tell friends when they in their turn need "something for a cough."

If it is decided to investigate the possibilities of own-name products, it should be realised that the days are gone when it was possible to have a special formulation prepared in small quantities; the manufacturer nowadays is set up to produce by mass production methods and orders for relatively small quantities cannot be fitted in. Unless, therefore, orders can be placed for large quantities, sufficient for a score or more shops, choice will have to be from existing preparations chosen from the price list of the remaining companies who offer the type of counter product needed. The number of houses who offer such a service becomes smaller each year. Take-over bids have absorbed many of the smaller houses, and many who have survived have done so by cutting out uneconomic activities such as the manufacture and packing of pharmaceuticals specially for the private pharmacist.

### Ancillary Demands

The supply of counter remedies for retail chemists would long ago have become uneconomic were it not for the fact that tablets, liquids, and ointments are made not only for the retail pharmacist but for other manufacturers, wholesalers, export markets, etc. To cater for that overall market production methods have to be on a large

scale and the overhead costs of quality control are reduced to manageable proportions. By combining demand from the various sources, it is possible to keep control costs to a reasonable percentage, so providing an article of tested quality at a reasonable rate. It is most essential that if the products are to be recommended, they should be of the highest quality, and a control system is an essential if expensive desideratum.

### Quality Presentation

It is also important that the quality of the packing should not fall below the high standard of modern presentation to which the public is accustomed. Also it is necessary to have a selection of label styles available, from which the retailer can choose. In that way it is possible to arrange that pharmacists in the same district do not have similar labels. Some suppliers can also provide a distinctive emblem or trade mark to the label where appropriate and also small showcards and display outers.

Own-name products is a facet of retail pharmacy which should be thoroughly investigated by every pharmacist, and those who have not already done so have nothing to lose by giving the idea a trial. It can provide a bond between chemist and customer, advertise his pharmacy and bring in extra business. If the quality, presentation, and appearance are of the necessary high standard, and the chemist is prepared to give his full support, then it will be found that the public will accept this "OWN NAME" products, and will not point out that the shop down the road has exactly the same article "for twopence off."



# EXPORT OPPORTUNITIES

## New outlets in a shrinking world

L. A. ROSE, M.I.Ex.

(Export Director, H. & T. Kirby & Co., Ltd.)

MANUFACTURERS of own-name products have perhaps been apt to hide their light under a bushel and thus those not in the know should be forgiven if they think the pharmaceutical industry concerns itself only with the manufacture and marketing of "ethicals." It is, of course, quite understandable that retail pharmacists prefer to advertise their own name rather than that of a larger concern when this service is made available to them by reputable organisations and, likewise, an outlet exists for a similar—although by no means identical—marketing method overseas.

The similarity exists in the fact that the onus is on the manufacturer to sell the customer exactly what he requires. That may appear to be obvious but there is a temptation to persuade overseas buyers to purchase only stock lines in order to simplify stock and production control and minimise output costs. Happily, less appalling blunders are now being made by some exporting companies than during the years immediately following the 1939-45 war when export managers selling from their desks at home were trying to sell abroad products similar to those being sold by their home sales colleagues in Birmingham. There is more than a subtle difference between marketing in, say, Durham and Devonshire in that success in one area can be a failure in the other until presentation is changed to appeal to the local consumer, but in overseas marketing the problems are far more complex.

It is quite useless, and rightly so, to try and interest overseas customers in a product which may be well presented if the cartons, labels and leaflets are printed only in English. The eventual consumer may live in Central Africa and in ignorance use a product for some complaint or condition for which it was never intended—the insertion of suppositories into the ears to cure earache is a case in point, although that attempt at self-medication is supposed to have been made within two miles of Piccadilly!

### Significance

The colour of the cartons and labels used for the packaging of lines for export can be of great significance. A little research will reveal the national colours of a particular market and a mock-up pack prepared in those colours may please a customer and lead to a successful partnership in the promotion of the product. Conversely, some colours may have a connection with unpleasant superstition leading to a rejection of the product and perhaps the

manufacturer, from the very start.

Goodwill, in relation to own-name selling, lies in the price of the product, its efficacy and quality together with the service the manufacturer is able to offer and maintain. The buyer creates his own market and perhaps establishes his own trade mark and thus there is nothing to prevent him from going to Germany or Japan for an identical preparation. Most general pharmaceuticals must go by sea because of the weight-value factor. Consequently, a market may be four to six weeks away. Bearing in mind also that sailings with available cargo space may be three to four weeks apart, there can be little doubt that fast factory through-put is essential to the satisfactory development of any overseas trade.

### New Outlets

Years ago it was mostly the Dominions, as they were then called, who were the principal buyers but by now they have developed their own pharmaceutical industry in which own-name production plays a part. Even in a shrinking world, however, new outlets emerge as the peoples themselves emerge into the twentieth century and it is those newer areas, as well as the

old, that continue to present a challenge to the keen exporter. It has been said that exporting is fun. That was no overstatement. Perhaps when one remembers the plane that was delayed, the lack of sleep and the "Bombay Tummy," all suffered in the interests of exports on a nine-weeks' trip, an export salesman may be forgiven for thinking it was a little hectic but it was fun and very satisfying.

### Bulk Supplies

Not all overseas marketing of own-name products consist of packed lines. Just as in Britain tablets are purchased in bulk to be packed in smaller units for sale under own brand names, so abroad the same applies. The increasing complexity of pharmaceutical manufacture and adverse climatic conditions still make it necessary for pharmaceutical houses in some countries to purchase their requirement from the United Kingdom or other Western country. Here again one is asked to manufacture to an exact requirement pharmaceuticals which, although supplied in bulk, will eventually be broken down into smaller packs and retailed under the trade mark or brand name of a local concern.

## EXPORTS OF PHARMACEUTICALS

### Their contribution to the country's economy

SOME idea of the size of the United Kingdom exports of the main categories of medicinal and pharmaceutical products and their contribution to the country's balance of payments can be gained from the table below: Since the 1939-45 war the United Kingdom has been second only to the United States as an exporter of those products but Western Germany's exports have been growing at a faster rate and may have overtaken Britain by now.

The largest single customer for United Kingdom pharmaceutical exports is Australia although she has

been building up her own industry fairly steadily in the last decade. In 1964 U.K. exports of pharmaceuticals to Australia were valued at £3.74 millions. Nigeria was not far behind with £3.68 millions. Expansion has undoubtedly been greatest in Europe. The European Free Trade Association countries, including Finland showed an increase of 21 per cent. in 1964 over 1963 while the six Common Market countries took goods worth £7.8 millions—a rise of 33 per cent. Purchases by France and Holland contributed largely to that increase.

EXPORTS	JAN.-MAY 1965	JAN.-MAY 1964
	£	£
Medicinal and pharmaceutical goods	27,529,000	24,947,000
In tablets or other prepared form:—		
Acetylsalicylic acid	369,000	431,000
Antihistaminics	302,000	249,000
Antipaludic preparations	323,000	350,000
Barbiturate preparations	284,000	157,000
Sulphonamides	368,000	356,000
Vitamins, excluding bulk forms	525,000	399,000
Penicillin, excluding injections or bulk	1,179,000	407,000
Hormones	935,000	888,000
Proprietary medicines	8,147,000	6,983,000
Ointments and liniments	473,000	659,000

Source: Overseas Trade Accounts of the United Kingdom. H.M. Stationery Office, 30s.



# CONTRACT PACKING

## Aid for the buyer

NORMAN FEARON, M.P.S., M.Inst.M.S.M.  
(Managing Director, W. B. Cartwright, Ltd.)

THIS short article primarily refers in broad terms to the larger buyer, certainly for quantities no less than say fifty to 100 gross of a product which may be visualised as having sales potential, but for which there are no facilities for manufacturing and packaging.

Obviously the first criterion before the marketing of the product is to be quite certain that there is likely to be a live demand with constant repeat sales. Thus, from the outset, there must be adequate promotion usually by the use of a sales force, consumer advertising and point of sale display, all of which can be costly. Indeed, as much as 50 to 60 per cent. of the trade price should be reserved for marketing.

Far too many products are quickly thought up and hastily thrown on to the market. Small consumer sales may result and the wholesaler and retailer are left with shelf-warming stocks and are embittered. The same goes for many ethical pharmaceutical products which have a very short "prescription" life and fail miserably to "stay the course." Many such products have had insufficient and indeterminate clinical trials. *Drug and Therapeutics Bulletin* of the Consumers' Association, together with the *Prescribers' Journal*, amply support those observations. Very often contract fillers find that after an initial order of reasonable size there comes a much smaller order, and then after long intervals even smaller orders still, indicating that the product should never have been brought into being in the first place, and is probably a loss and nuisance to all concerned.

### Avoid Plagiarism

A pit-fall to which many are prone is the copying of what appears to be a successful product issued by others. If that is going to be done, then the first product should be matched with something that is even better, and preferably a considerable improvement in various ways with at least one main feature which could be claimed as original.

Product efficiency, quality and price are all-important factors and it is well worthwhile to go most carefully into the price question, since that is related to the consumer status and demand. In other words rightly determine the main market at which the product is to be aimed. Having considered such matters, approach the contract fillers and put the project in detail before them.

It is far wiser to select a reputable company with full facilities rather than to search around looking for the "cheapest." The reputable company will have adequate fully qualified technical staff, proper manufacturing, pack-

aging and laboratory control, and will be able to draw on people of wide experience. In all probability they will be packing similar types of product and will inspire confidence.

The manufacturer will be able to investigate the product and make recommendations. His laboratory will need some considerable time to study or recommend the formulation and to ensure that the product formula is stable and has the correct amount of any required permitted preservative and fast colourant. Opportunity should be taken to carry out shelf-life tests, including accelerated storage tests in a humidity and temperature cabinet, particularly for products that are to be exported.

The laboratory will also advise on the product from a packaging and a consumer point of view. The aim will be to make the product attractive as possible within the price limits.

The formulation, if a pharmaceutical product, may require the correct use of "overages" to maintain full strength during its life. New medical products will require to be submitted to the Dunlop Committee for the Safety of Drugs and the contractor will know the procedure. Consideration of patent, trade mark and copyright laws may be involved, together with application for licences, etc.

### Pack is Important

The pack is of extreme importance. It must not be forgotten that costs can be considerably reduced by having a pack with a reasonably standard container that can be filled and finished by fast mechanical means. Manufacturing and packaging by hand nowadays is a most expensive routine.

Current competitive merchandising demands that the package design and colours are *par excellence*. Special colour and other requirements may also be advisable for export products, including the inclusion of a leaflet in a foreign language. The contract packer will know where to turn for package designers. Invariably when the designs are presented it is necessary to take a long hard look at them, and they usually require quite a bit of alteration—despite what the designer and artist may think—before they present the product advantageously.

Newer types of packaging such as plastics have many selling advantages and find ready acceptance with consumers. However, they are often somewhat dearer than traditional packaging such as glassware and metal, and not always as good functionally.

One of the greatest considerations as far as the pack is concerned should be the closure. The product should be

properly sealed but in such a manner that the user can open and close it reasonably easily and quickly.

The matter of labelling and leaflets should be carefully studied and the wording reduced to a minimum. All the printing should be easily readable, and, so far as directions for use are concerned, they should be implicit, concise and adequate. It is hardly necessary to mention that they should be on the actual container rather than on the wrapping which might be thrown away.

### Legislation

The contract packer is necessarily conversant with the multitude of labelling regulations, including compliance with the Weights and Measures Act, 1963, and the various Pharmacy Acts.

The product may require cautionary instructions such as in packing of poisons, aerosols, etc., where specifications of conditions of storage, and the use of a date of expiry are often desirable.

It is certainly advisable so far as the pack is concerned to ascertain the effect of light, moisture and temperature, and to make sure that the materials are properly protected.

Cartoning and overwrapping very often help to protect the product and at the same time to show the product off to its best advantage, besides ensuring safety in transport. A product must look first-class on arrival and must look good for the rest of its shelf life.

The question of the final container in which the products are to leave the manufacturer must also be considered, from physical and economic aspects. A container could well be a suitably designed display outer to hold six or twelve products or it might be a stout carton which will travel without further protection yet holding two or three dozen, but not so heavy that it is likely to be severely handled in transit. All such requirements should be properly investigated and costed before any of the work on the product is initiated. They often have an important bearing on the ultimate make-up and cost.

Value analysis must be used to build up the product to a price and provide reasonable profit margins to all concerned. It is essential to keep an eye on "what do the people want" and "how much will the public pay."

Contract packing can be extremely useful and worthwhile. A good contract packing company can shoulder much of the burden and worry that goes with bringing a new product into being and doing everything possible to make it a big success.



# PACKING OF PRODUCTS INTO AEROSOLS

## The merits of employing a contractor

DURING the last fifteen years progress in numbers and variety of aerosol packs has been rapid. The variety of liquids, creams and even powders which can be satisfactorily dispensed is very wide, ranging from "ethical" pharmaceuticals to industrial greases, and sun-tan creams to insecticides. Containers are as small as 15 mils in glass, and up to 20-oz. in metal. By a combination of propellant charge and valve, the discharge can be in very fine spray form, as a wet spray either in a wide or narrow cone, it can be a foam, or a stream if necessary unadulterated by the propellant. Technical advantages are offered in many cases by that method of dispensing, whilst in others the novelty or convenience wins consumer acceptance.

With the proliferation of products now packed in aerosol form and competition growing daily manufacturers must look closely at their production costs. Few manufacturers can keep an aerosol production line economically employed on their own goods so the merits of using a specialist contractor is here described.

Contract packers may be divided into two types; the one who merely offers filling and packing facilities and will pack almost anything provided his customer has completed all the development and knows exactly what he wants and, quite important, can check that he has got it; and the other who offers a complete service. The latter group is the one to be considered and described hereafter.

The earlier the contract packer is consulted the greater the chances of technical and commercial success, both of vital import to him and the prospective customer, repeat and profitable orders only being likely following initial success. The reputable packer will, therefore, always advise if the chances of success are slim or that he cannot handle the work. Ten to twelve years ago background knowledge was small but today the contract packer will almost certainly have some experience of a similar product and of the container and valve which is selected. Many have extensive research and development organisations in constant liaison with interested chemical suppliers and with container and valve manufacturers as well as with other packers.

### Whole or Part

The contractor may be willing to do the whole job or only a part. The whole would include manufacture of the solution, purchase of all containers and packing materials, filling, packing and dispatch in large or small lots either at home or overseas.

The part job might only be to fill

materials into individual containers supplied by the customer to an agreed standard, and to pack them in bulk containers for customer collection. If the whole job is undertaken, the customer may benefit from the packer's bulk buying and stock control. Quality control of in-coming goods would quite clearly also be the contractor's responsibility and he is in a better position to guarantee that quality and delivery times. The customer, by giving the whole job over to the contractor has the added advantage of knowing exactly what each unit will cost and will avoid any problems of heavy usage, faulty components or materials. On the other hand, if the customer wishes to manufacture and control his own solution he should take the advice of the packer on delivery times and on the quality of the various components.

### Quality Control

A visit to the packer's premises, both before and during the actual filling of the product can be arranged. Often arrangements are made for the customer's quality control staff to visit for sampling, etc. Quality control is most important, usually starting at the supplier's premises. It must involve all in-coming goods and proceed through all stages of the filling and packing. It is usual to watch trends and apply remedial action before "things go out of limits," thereby minimising production of faulty material. Any additional

checks that the customer requires can be arranged, as can the supply of samples during the run and, if necessary, a report in an agreed form of the quality checks and findings. When fillings are complete and have been approved, delivery or collection is arranged.

The contract packer depends upon offering a service and experience which are unlikely to be present in most organisations.

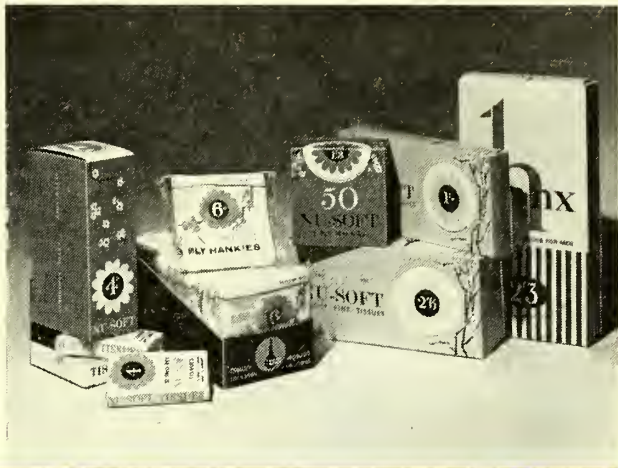
Apart from two or three companies who started filling in the early 1950's and who for many years have offered a contract filling service, it will be difficult to find a medium to large "marketer" of aerosols in Britain who has not, initially at least, used the services of a contract packer, and many continue to do so. On the other hand, there are several smaller companies who have purchased equipment to fill for themselves but have found it necessary to return to a contractor afterwards. There are many very good reasons for that, not least the fact that expensive equipment must be utilised to the full if its purchase is to be justified.

It is as well to remember that one will only get what one pays for. The "cheapest" may not be the least expensive in the end, so care should be exercised in selecting the packer. Independent advice can be obtained from the main component and chemical suppliers, or from the trade Press.



A SELECTION OF AEROSOL PACKS: An idea of the wide range of goods now packed in aerosol form.





# N.P.U. PRODUCTS

## A new exclusiveness in pharmacy

QUALITY, a high standard of packaging and value for money, are the three criteria upon which N.P.U. products are designed to appeal to customers. If, at the same time, the products—as they do — provide a fair return to N.P.U. members when bought on basic terms, the policy of the N.P.U. marketing Committee (“to help members to help themselves”) is clearly being translated into practice. The full potential can, of course, only be realised if there is a real willingness on the part of N.P.U. members to co-operate and to give active selling support to the products as they are marketed. The results that many members have achieved with the Nu-soft range of paper products, the Lanaleem range of quality shampoos, the Professional tooth-brushes and the other N.P.U. products have given an indication of what can be achieved in the near future.

The N.P.U. products scheme is ambitious. The N.P.U. does not own any pharmacies, cannot guarantee distribution or selling effort at the retail level (as can a multiple company), and has no “corporate image” that can readily be presented to the public. Nevertheless, the scheme, dependent as it is upon effective co-operation between private retail pharmacies throughout the United Kingdom, is a success. That the way is open for private pharmacy to show that it is a force to be reckoned with in the distribution field has been especially illustrated in sales of paper products. N.P.U. members, by giving the Nu-soft and Hanx products full support have achieved brand establishment in a highly competitive product field where rival products are extensively advertised in the Press and on television and are subject to constant merchandising support in supermarkets and grocery outlets.

A great deal has been achieved since the first tentative steps were taken in the marketing of glucose and hot-water bottles. What are N.P.U. products? What part does the N.P.U. play in the marketing operation? What real benefits will the success of the scheme bring to private retail pharmacy?

### No Conflict

It should be stated at the outset that the marketing of N.P.U. products is not designed to conflict with the policy of the Pharmaceutical Society as embodied in the resolution to be debated at the special general meeting on July 25. There will be no N.P.U. nylon stockings, N.P.U. sponsored gramophone records or costume jewellery. The N.P.U. products will continue to be in product groups that have traditionally been sold through private pharmacies. The main effort will be concentrated on non-medicinal pro-







ducts in fields where sales are drifting to supermarkets and other non-pharmaceutical outlets.

The first job of the Marketing Policy Committee is to select product fields in which it is clear that the marketing of an N.P.U. alternative would be in the interests of members generally. The members of the Committee—who are, of course, all pharmacists in general practice—are then able, from the experience they have gained over the years, to provide the vital knowledge necessary to prepare an outline specification for the particular product. The specification includes all the properties that should, in the Committee's view, be embodied in the product and in the packaging to make it truly competitive with the leading products in the chosen field. Selected manufacturers are then invited to submit proposals and quotations and the detailed work of comparing the various proposals, of selecting a manufacturer, of consulting experts in the field of packaging and design and of arranging the distribution, is undertaken. This is an exercise in commerce not normally undertaken by a trade association. The extension of N.P.U. activity into that field has been dictated by what is the N.P.U.'s sole concern, the interests of its members.

#### A Difficult Task

The choice of manufacturer is always a difficult task and a large number of factors have to be taken into account. Full use has to be made of large-scale production facilities in highly specialised fields if a quality product is to be available at the right price. In many cases, therefore, the choice of manufacturer is limited. One most important factor is that full control is exercised by the N.P.U. over the distribution of each product in the N.P.U. range. What appears on the pack is the N.P.U. symbol—the symbol of private pharmacy—and in some cases the name of the distributor.

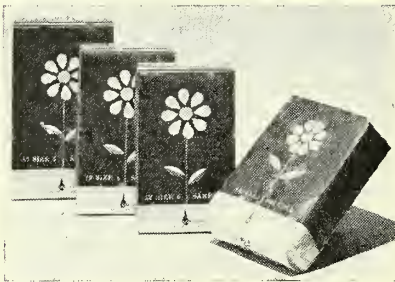
The quality of the products is, of course, vital for the success of the whole operation. Before any manufacturer is given the contract for the manufacture of a N.P.U. product, the quality control procedures in the fac-

tory are inspected and approved. Additional checks are carried out at the distribution point. Until very recently, that task was undertaken by the distributor but the N.P.U. has now appointed a quality control officer whose sole concern will be to check deliveries of N.P.U. products to the distributor against the written specification. His appointment represents "Stage 1" in the evolution of what will eventually become a complete N.P.U. quality control unit.

#### Exclusive Designs

One of the main aims is, of course, for all N.P.U. products to be exclusive in design. That is immediately possible for products such as the Nu-soft range where pack design provides exclusiveness. It is not always possible at the outset when, for example, high tooling costs are necessary for the provision of a product which is, of itself, unique in design. In such cases it is sometimes necessary to show results before exclusiveness can be achieved. The success of each new N.P.U. product, demonstrating as it does that members will give full support, will make it that much easier to achieve exclusiveness for products which are "in the pipeline."

The N.P.U. Executive Committee is fully aware that efficient distribution is



vital for the success of the project. The first tangible sign of the N.P.U. Holdings, Ltd., investment in S. Maw Son & Sons, Ltd., is to be the opening, early in August, of a new Maw's depot in Preston. The depot, carrying a full range of N.P.U. and Maw's products is to serve approximately 3,000 retail pharmacies from the Scottish border to the Southern boundaries of Yorkshire and Cheshire. Deliveries are to be made by van and there is no doubt that N.P.U. members in the area covered by the new depot will benefit greatly from the considerably shortened period between the placing of an order and the receipt of the goods. Members in other parts of the country have not been forgotten but the timing of the next stage in the improvement of distribution of N.P.U. products will depend to a large extent upon how quickly an economic level of turnover can be reached at Preston.

The N.P.U. products marketed so far form the nucleus of a product range—the foundation upon which a much wider range of own-brand products for private retail pharmacy will be built. The new products planned for marketing in the autumn of 1965 and in 1966 are products in high turnover groups, designed to establish the N.P.U. sym-

bol in the minds of customers as a symbol of quality and value, as a sign of the fact that the private pharmacy is as inexpensive to shop in for goods on the weekly shopping list as any other outlet. They are the goods that form the basis of price comparisons between different outlets in the public mind.

Because the N.P.U. products to be marketed in the short term will be in those high turnover fields and because the retail prices must be truly competitive, it is unlikely that sufficient capital will be available to undertake regular national advertising of N.P.U. products in the near future. The small appropriation that is included in the price structure whenever possible will be used, as in the past, to provide effective point of sale display material. Customers cannot, of course, be expected to ask for a named N.P.U. product until they have been introduced to it. That means there must be real efforts on the part of proprietor pharmacists and their staffs, efforts which in their ultimate effect can only be rewarding in the benefits brought to private pharmacy.

#### Power in United Efforts

Private pharmacies will, it is to be hoped, always retain their individuality. There should be no "standard" shop-front or fascia. It is clear, however, that this individuality cannot be extended to own-brand products in high turnover products groups, if the own-brand goods are to be truly competitive in design and packaging. The N.P.U. products scheme is designed to provide private chemists with own-brand products of a standard and in packaging that individual members could not possibly achieve on their own. In February 1915 a correspondent to the "Society's journal" wrote:—"The draper, the grocer, the ironmonger and others are at present handling lines in which pharmacists, by mutual co-operation, might do a much larger turnover." If that was true in 1915, it surely applies even more today. There are signs that chemists are at last beginning to appreciate the power they wield when their efforts are channelled in one direction. Given the wholehearted support of every N.P.U. member, the N.P.U. products surely constitute one of the best weapons available in the fight for profitable turnover.





# Contract Packaging Directory

THE following table gives the names and addresses of manufacturers who have indicated to us their interest in making and packing products. The

broad field of service which they undertake and the products which they manufacture and, where known, the minimum run of a line, are also shown.

It is emphasised that the details are not necessarily given in full and reference to the companies should be made for further particulars.

NAME AND ADDRESS	CATEGORY OF SERVICE	PRODUCTS	MINIMUM RUN
ARMSTRONG LABORATORIES INTERNATIONAL, LTD. Down Mill Road, Bracknell, Berks.	Complete service in aerosol packaging and development.	Specialising metered dose pharmaceuticals, toiletry, veterinary.	250-500.
AYRTON, SAUNDERS & CO., LTD., 34 Hanover Street, Liverpool, 1.	Formulation, development, storage testing, packaging.	Pharmaceutical, creams, ointments, toiletry.	By negotiation.
BARDRO AEROSOL PACKING, Co., LTD., 291 Edgware Road, London, W.2.	Aerosol and conventional contract packaging.	Pharmaceutical, toiletry, veterinary, aerosol and conventional packs.	250.
ROBERT BLACKIE, LTD., Pomeroy Street, London, S.E.14.	Formulation, manufacture, filling, packaging.	Pharmaceutical, toiletry, veterinary.	By negotiation.
BOOTS PURE DRUG Co., LTD., Station Street, Nottingham.	Manufacturing, packaging.	Pharmaceutical, toiletry and veterinary.	Large quantities only.
E. H. BUTLER & SON, LTD., P.O. Box 55, Brunswick Street, Leicester.	Product formulation and manufacture, contract packaging and filling.	Pharmaceutical, tablets.	By negotiation.
CARTER BROS., Glen Laboratories, Shipley, Yorks..	Manufacture, formulation, packaging.	Pharmaceutical, own brand and colour schemes.	By negotiation.
W. B. CARTWRIGHT, LTD., Larkfield Road, Rawdon, nr. Leeds.	Research facilities, storage tests, test marketing, packaging, etc.	Pharmaceutical, toiletry, aerosols.	By negotiation.
CASTLE HUSKISSON, LTD., Moon Street, London, N.1.	Manufacture, packaging.	Pharmaceutical, toiletry.	Any quantity.
COMAK CHEMICALS, LTD., Moon Street, London, N.1.		Supplier of laboratory preparations, histological dyes, stains.	Any quantity.
P. B. COW (LI-LO), LTD., Liverpool Road, Trading Estate, Slough, Bucks.	Branding facilities on hot-water bottles.	5 basic designs hot-water bottles.	1,200 in plain polythene bag, 20,000 in printed bag.
ARTHUR H. COX & Co., LTD., 93 Lewes Road, Brighton, 7.	Formulation and production, packaging, design.	Tablets, pastilles, ointments, suppositories, syrups.	By negotiation.
F. L. COX & Co., Moon Street, London, N.1.	Research facilities, storage tests, packaging, etc.	Industrial chemicals.	Any quantity.
CUPAL, LTD., Blackburn, Lancs.	Product development laboratories, storage and analytical testing, packaging, distribution to retail and wholesale chemists.	Tablets, liquids, ointments, aerosols. Counterline proprietaries.	100 gall. liquid, 250 lb. ointment, 100,000 tablets
D.H.L. PRODUCTS, LTD., New Mill, New Street, Idle, Bradford, Yorks.	Formulation packaging.	Aerosol and non-aerosol, toiletry, household.	By negotiation.
FAIRBANK KIRBY, LTD., Ropery Street, Grimsby.	Manufacture, packaging, tableting.	Pharmaceutical, ointments, aerosol, spices, toiletry.	Assorted orders 3 doz. and over.
THOS. GUEST & Co., LTD., 92 Carruthers Street, Manchester, 4.	Manufacture, formulation, packaging.	Tablets, mixtures, pastilles and package design exclusive 5-mile radius.	By negotiation.
HARKER STAGG, LTD., Emmott Street, London, E.1.	Research facilities, storage tests, manufacture, packaging, dispatch.	Pharmaceutical, toiletry, veterinary.	By negotiation.
INTER-ALIA PHARMACEUTICAL SERVICES, LTD., Sibley Grove, London, E.12.	Development, manufacture, formulation, packaging.	Pharmaceutical, veterinary, agricultural, horticultural, cosmetic.	Tablets 20,000; tablet-coating 50,000; capsules, 5,000; strip-packing, 10,000.



NAME AND ADDRESS	CATEGORY OF SERVICE	PRODUCTS	MINIMUM RUN
JEFFREYS, MILLER & Co., LTD., Leyland Mills, Wigan, Lancs.	Manufacture and packaging.	1 lb. and 2 lb. malt extract, malt extract and cod-liver oil.	2 doz. each product.
JOHNSONS OF HENDON, LTD., Hendon Way, London, N.W.4.	Research, analytical, product testing.	Chemicals, requiring ordinary processes of oxidation, reduction, nitration, etc.	By negotiation.
THOMAS KERFOOT & Co., LTD., Vale of Bardsley, Ashton-under-Lyne, Lancs.	Formulation, development, manufacturing, contract packaging and filling.	Pharmaceutical, tablets.	By negotiation.
H. & T. KIRBY & Co., LTD., Belton Road, London, N.W.2.	Manufacturing, packaging, shipping, home and export.	Pharmaceutical, toiletry and veterinary.	By negotiation.
MACARTHYS, LTD., Chesham Close, Romford, Essex.	Formulation, package design, analytical method development, preparation-packaging specialities.	Pharmaceutical, tablets, ointments, creams, liquids, suppositories, pessaries.	By negotiation.
McCLURE, YOUNG & Co., LTD., 8 Standard Road, London, N.W.10.	Manufacture, packaging.	Packed pharmaceuticals.	By negotiation.
THOMAS MARNS, LTD., Green Lane, Hounslow, Middlesex.	Contract filling, test marketing, packaging.	Pharmaceutical, veterinary, toiletry and cosmetic.	By negotiation.
MULTIPAX CHEMICALS, LTD., 121 Norwood Road, London, S.E.24.	Test marketing, packaging.	Pharmaceutical, toiletry.	500.
NORTHERN PHARMACEUTICALS, LTD., Galen House, Grattan Road, Bradford, 1.	Designing, printing, development of pharmaceuticals, marketing.	Medical, pharmaceutical, cosmetic products.	" Modest " numbers for retail pharmacists.
PARKER PACKING CO., LTD., Marine Wharf, Plough Way, London, S.E.16.	All types packaging, storage, shipping and export.	In bottles, tubes, cartons, strip-packs, tablets or capsules.	By negotiation.
POTTER & CLARKE, LTD., River Road, Barking, Essex.	Product development, quality control, packaging.	Medicated pastilles, tablets, large tableting 30 gr. or more, a speciality.	By negotiation.
PRESSURE AEROSOLS FILLING Co., LTD., Berkhamsted, Herts.	Research, storage tests, aerosol filling.	Aerosols.	By negotiation.
RICHMOND AEROSOLS, LTD., New Road, Winsford, Ches.	Contract packaging, technical advisory service, production, development, design, display.	Domestic, toiletry, pharmaceutical, veterinary, industrial in aerosols, bottles, sachets.	By negotiation.
SKUSE & Co., LTD., 839 Harrow Road, London, N.W.10.	Manufacturing, packaging.	Pharmaceutical, toiletry.	By negotiation.
JEAN SORELLE, LTD., 21 Turle Road, London, N.4.	Liquid filling, pressing, wrapping.	Bath cubes, eau de cologne, air purifying tablets.	100 gross.
STAFFORD ALLEN & SONS, LTD., Wharf Road, London, N.1.	Manufacturing.	Pharmaceutical, ointments, creams.	By negotiation.
W. SUTTON & Co., DRUGGISTS SUNDRIES LONDON, LTD., Horseshoe Lane, Enfield, Middlesex.	Research facilities, storage tests, test marketing, packaging.	Pharmaceutical, toiletry.	By negotiation.
THOMPSON & CAPPER, LTD., Speke Hall Road, Liverpool, 24.	Contract tablet manufacture, formulation..	Wide range of tablets, pellets, pharmaceutical chemicals.	By negotiation.
THORNTON & ROSS, LTD., Huddersfield, Yorks.	Manufacture, formulation, packaging.	Pharmaceutical, toiletry.	By negotiation.
WRIGHT LAYMAN & UMNEY, LTD., 43 Clapham Road, London, S.W.9.	Manufacture, contract packaging.	Pharmaceutical, toiletry, veterinary.	By negotiation.



# The CHEMIST AND DRUGGIST

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## At What Length?

THE exigencies of governing a country place a premium upon Parliamentary time; nevertheless, in the House of Lords time was available on July 13 to allow members to discuss the length of peers' speeches. The debate was initiated by Lord Egremond who moved "that speeches in the House should be shorter." He suggested as a basic rule that speeches from the back benches should last no longer than ten minutes and those from the front benches no more than twenty minutes. Lord Rea followed by saying he supported the motion but pointed out the word "shorter" was a comparative adjective. If the motion meant that speeches in the House should be shorter than those that were too long, then he was in total agreement. Lord Carrington suggested that to make a short speech was hard work—to make a long one was easy. If it was regarded as a sign of laziness when Lords spoke at great length, "perhaps we might shame some of the worst offenders into speaking more briefly." The debate was carried on in a pleasant vein with Lord Attlee declaring his belief in the old song *Shorter in Wind, and in Memory Long*, whilst Earl Baldwin reminded those present of the fable concerning the Lord who dreamt he was making a speech and awoke to find he was. The debate continued for one hour and forty minutes before the motion was finally agreed to.

It occurs to us that some such motion should, of necessity, be adopted at the special general meeting of members of the Pharmaceutical Society being held in the Albert Hall on July 25.

The arrangements for the meeting appear to have been drawn up on a tight schedule. If the meeting is to close at 6 p.m., three hours will be available for the business session. Of that period some time must be taken up by the initial proceedings and carrying out the undertaking that was given to the High Court on July 12 (see *C. & D.*, July 17, p. 49). Another period must be allocated to the voting and vote counting procedures. Thus it would appear that if all fifty seats in the block reserved for those wishing to participate in the discussions are occupied, then an average time of two minutes is about the maximum that can be allocated to each speaker. We foresee that such an allocation might appear to be hardly enough recompense for some who are travelling many miles to attend and to voice their opinion. Nevertheless, we hope that all the pharmacists attending the meeting are fully aware of the situation.

Referring again to the House of Lords, the

Lord Chancellor's comment during the debate was, "Twenty-one speeches in eighty-six minutes: It must, I think, be a record." That rate is a challenge that might well be in everyone's mind on July 25.

## Aspirin Incriminated

EXPERIMENTAL evidence of nephrotoxic effects of some commonly used analgesic drugs has been obtained by Dr. L. F. Prescott while working at the Johns Hopkins University School of Medicine, Baltimore, United States (*Lancet*, 1965, II 91). He states that in every reported case of "phenacetin nephritis" (which presents a clinical picture of renal failure of insidious onset, usually accompanied by anaemia, with histological changes that most investigators have been unable to distinguish from chronic pyelonephritis), other analgesic drugs have been taken in addition to phenacetin.

Daily excretion of renal tubular cells has been shown to be remarkably constant and since a drug toxic to the renal epithelium may cause cell death, an increase in the number of such cells in the urine following administration of a drug would indicate tubular-cell necrosis due to the drug or its metabolites. Dr. Prescott has used a new method, employing a simple differential stain, for the enumeration of tubular cells. In his study, thirty male and thirty female healthy adult volunteers aged 18-44 were randomly assigned to one of six treatment groups. Timed urine collections were made on five consecutive days to constitute a control period. During the following week the volunteers were given orally, in four divided daily doses, either 3.6 gm. of aspirin, 3.6 gm. of phenacetin, A.P.C. (1.8 gm. aspirin, 1.8 gm. phenacetin, 1.2 gm. caffeine citrate), 2.4 gm. of caffeine citrate, 3.6 gm. of paracetamol, or placebo tablets comprising corn starch and lactose. The phenacetin was assayed to contain less than 0.01 per cent. of *p*-chloroacetanilide. Five male and five female volunteers each received one of the above regimes and fifteen control urine samples and fifteen samples during treatment were obtained from each volunteer.

Significant increases in renal tubular cell excretion occurred in the groups receiving aspirin, A.P.C., phenacetin, paracetamol and caffeine, but not in the group that received the placebo. Excretion of red blood cells was significantly increased following administration of aspirin, A.P.C. and caffeine. The increase in both cell counts following administration of aspirin is described by the author as "spectacular." Each volunteer showed a "dramatic" rise in renal tubular cell output. There was a latent period of about twenty-four hours before the rise. That increase was not sustained, but on the fifth day the average excretion rate was still more than four times the control value and in no volunteer had counts returned to normal. The increase in both cell counts after aspirin was greater in women than in men. The group receiving A.P.C. had less marked changes than those seen with aspirin, and not all individuals were affected. Of the ten volunteers receiving phenacetin two showed striking increases in renal tubular cell counts but no significant effect was seen on excretion of red blood cells. Following administration of paracetamol no "impressive" change was found in the excretion of any cell type though the small rise in renal tubular cell excretion was statistically significant. A volunteer in whom there had been a great increase in renal tubular cell excretion with phenacetin showed no significant change



after paracetamol, but the effect of phenacetin was again observed when the test was repeated. Volunteers receiving placebo tablets showed no significant changes but a moderate rise in both cell types was observed in the group given caffeine.

Discussing his results, Dr. Prescott says that the rôle of aspirin in the production of analgesic nephritis should be reconsidered. "An impressive array of evidence," he says, "points to the damaging effect of aspirin on the kidney." The study reveals that in some individuals, phenacetin can cause necrosis of renal tubular cells and is thus potentially able to produce a renal lesion in man. In view of the lack of effect seen with paracetamol, however, Dr. Prescott is of the opinion that the metabolism of phenacetin must be considered further. He suggests that if paracetamol has no dramatic effect on the epithelium then either phenacetin itself, or metabolites such as *p*-phenetidine, must be responsible. Variable absorption, together with differences in the rate of metabolism of phenacetin and in the formulation of metabolites other than paracetamol, may account for the results and for the variable instances of renal damage in those taking excessive quantities of phenacetin-containing analgesics.

Dr. Prescott points out that this is the first time that nephrotoxic effects of phenacetin and caffeine have been directly demonstrated in healthy volunteers, but the results of the whole study lead him to suggest that analgesic nephritis is caused by the abuse of several different drugs, and not by phenacetin alone. He also says that his results suggest that paracetamol in the doses used does not have a comparable nephrotoxic effect in healthy people, though that does not rule out the possibility that higher dosage or prolonged abuse could cause renal damage.

The author emphasises in his report that the drugs mentioned are valuable for the relief of a variety of minor discomforts and that used sensibly and in reasonable quantities they rarely seem to cause serious harm. However, we are sure that every pharmacist in retail practice will have come in contact with members of the public whose consumption of analgesics, proprietary or standard, goes beyond the bounds of "reasonable," and warnings offered often have little effect in the face of intensive advertising and the public's contemptuous familiarity with such products. It is therefore essential that the results reported here should be quickly substantiated by other workers and their importance in relation to actual dosage levels ascertained. Particularly is that so because aspirin appeared to be more damaging than the other drugs examined, and was damaging in all the volunteers in whom it was used.

## Service in a Competitive Field

RAPIDLY increasing knowledge in all spheres of technology is likely to cause those undertaking the provision of a professional service for members of the same profession or industry to adopt ever more exacting procedures. That is the situation reflected in the section of the pharmaceutical industry concerned with contract packaging and with the production of own-name packs. It is a section that has many facets and one that is spotlighted in this issue of THE CHEMIST AND DRUGGIST.

At one end of the scale is the own-name pack produced for the pharmacist in general practice. In

that section the manifestly up-to-date designs produced for the individual retail business by a number of companies and their excellent service, based on the use of modern production techniques and marketing systems, have shown considerable progress in late years.

No less efficient are the methods adopted by those companies whose activities are primarily concerned with orders for larger quantities based on demands that might in some cases extend to the large-scale production of nationally advertised preparations.

One essential of all sections of the own-name pack business is the need to ensure an efficient system of working if continued progress is to be made in this exceedingly competitive field. References elsewhere in this issue will indicate that the British pharmaceutical industry is doing just that.

## NEW BOOKS

### Beauty Culture

W. S. SHARPS, *Robert Hale, Ltd.*, 63 Old Brompton Road, London, S.W.7. 7½ x 5 in. Pp. 109. 9s. 6d.

IN the series "Target for Careers," this book has been written by the president of the Society of Beauticians. It describes the work and functions of the beautician from the actual performance of beauty treatments to the openings available in sales, writing, teaching and research. Other chapters deal with how the beautician may set up in business, establish a home-visiting practice or work in a salon or television studio. The six diplomas issued by the Society are described and the methods of qualification outlined.

### Tritton's Guide to Better Wine and Beer Making for Beginners

S. M. TRITTON, *Faber & Faber, Ltd.*, 24 Russell Square, London, W.C.1. 8¼ x 5¼ in. Pp. 157. 18s.

THE guide sets out in detail the methods for making various types of wine. Other subjects dealt with are wine yeasts and their functions, fermentation and other yeast activities; wine making ingredients; racking, stabilisation, clarification and fining, blending, bottling and storing; the serving of wine; wine types and your cellar; wine faults—their prevention and cure; home brewing of beer. The book includes over 250 recipes for wine, beer, aperitifs and liqueurs.

### American Drug Index 1965

C. O. WILSON and T. E. JONES, *J. B. Lippincott Co.*, Philadelphia, U.S.A., and *Pitman Medical Publishing Co., Ltd.*, 46 Charlotte Street, London, W.1. 8¼ x 5½ in. Pp. 761. 55s.

THE 1965 edition incorporates new drugs introduced in the U.S.A. since the last edition, whilst those products no longer available have been deleted. The index forms a concise reference to the proprietary ethical products that are available in the United States. The products are listed alphabetically under generic and proprietary names and details are given of the manufacturer, composition, presentation, dosage and use. A separate section sets out the addresses of the manufacturers whose products appear in the index.

### Modern Drug Treatment in Tuberculosis (third edition)

J. D. ROSS and N. W. HORNE, *Chest and Heart Association*, Tavistock House North, Tavistock Square, London, W.C.1. 7½ x 5¼ in. Pp. 84. 12s. 6d.

ALL sections of this book have been revised for the new edition and two new chapters, on chemotherapy and prevention of tuberculosis which the author considers cannot now be regarded as separate entities, and on tuberculosis as a world-wide disease, have been added. Besides dealing with the drugs used in chemotherapy, chapters in the book are concerned with drug resistance, sensitivity tests, hypersensitivity and the possible reasons for "failure" of chemotherapy.

COULD IT BE? It could be that health service patients will see him [the Minister of Health] as a modern-day Moses, poised to strike the pharmaceutical rock so that torrents of free medicine may spring forth to assuage their thirst for treatment—*Oxford Mail*, February 5.



# *A History of the* BRITISH PHARMA- CEUTICAL CONFERENCE

By E. H. SHIELDS

## 8: THE YEARS 1892-95

IN contrast with the earlier meeting in Liverpool (see *C. & D.*, August 15, 1964, p. 150) the Conference meeting of 1896 was apprehensive and self-questioning. Membership returns were disappointing. Only one pharmacist in fifteen took any practical interest in its proceedings, and the most hopeful comment on the financial report was to the effect that "when things were at their worst they began to improve." To Mr. Carteighe the real point at issue was the degree of appreciation of the Year-book, for practically all the membership subscriptions went to its production. The cherished offspring of the 1870 Conference was apparently gobbling up its parent. The treasurer (Mr. John Moss) appealed for a modest 200 new members to ease matters, but he had no hope of attaining the high-water mark of those happy, confident 1870's.

Despite the sombre background, Liverpoolians and visitors alike seemed to be determined to make the most of the occasion. The evening reception on July 27 was attended by more than 300 members and friends, and it had a fine setting in the Walker Art Gallery, with an up-to-date attraction in a demonstration of radiography by Mr. Leo Atkinson. As one of the few officers still remaining from the 1870 meeting, Mr. Martindale spoke of the mingled pleasure and sadness with which he had accepted the honour, recalling many of the old, familiar faces. "Synthetical pharmacy," with its new opportunities and new problems, was ousting the old galenical methods, but medical men were failing to realise the progress which had been made. They were getting little instruction in pharmacology and the wrong sort of information from interested parties, including manufacturing chemists. "Compressed tablets had been introduced and almost gone out again, to be reintroduced by illimitable advertisement in these latter days." Pharmaceutical education, still unsystematic, followed a hopelessly inefficient preliminary examination, "our greatest blot."

In papers which made galenical pharmacy come to life again, Messrs. Farr and Wright described their work on *Conium maculatum* and the official succi. A critical examination of the official vegetable juices disclosed many variations in potency and appearance. A concentrated fluid extract of the unripe fruits, prepared with 70 per cent. or 80 per cent. alcohol, was recommended. Mr. J. C. Umney read papers on oil of Japanese fennel, and the influence

of climate and soil on oils of peppermint. Care in cultivation was of obvious importance, and the author had recently been over 100 acres of ground at Mitcham and failed to find a weed. Mr. A. H. Allen's report on white wine vinegar showed that what the public wanted did not always coincide with what the public asked for; each chemist had to be guided by local experience. Mr. Allen finally advised a label "Distilled Vinegar, commonly called White Wine Vinegar," for acetic acid, the term "White Wine Vinegar" to be restricted to the genuine article, "which must survive or disappear on its own merits." Discussing, in some miscellaneous notes, whether the "g" in pharmacognosy should be sounded, Mr. W. Elborne said that etymologically the answer must be in the negative, but scholars did not always have the last word: popular choice favoured the "g." Mr. Groves sided with the scholars but Mr. Carteighe argued that any words adopted into the English language ought to be governed by ordinary English usage. He had been shocked to hear a Conference member pronounce centimetre as if it had never escaped from France. Signs of the times were papers on diphtheria serum and radiography.

### *Invitation to Glasgow*

Mr. Currie invited the Conference to visit Glasgow in 1897 and there was a little by-play on the delicate question of the second city of the British Empire. If Liverpool claimed that title, hinted Mr. Currie, then Glasgow must be the first. On an excursion to Chester, Eaton Hall and Hawarden, where members were welcomed by Mr. Gladstone himself, then in his eighty-seventh year and "unlikely to do them any more harm."

Queen Victoria's Diamond Jubilee found the Conference a little more hopeful. The Liverpool air had done it good, and a Liverpool donation of £20 had brightened the balance sheet, though the treasurer warned members against undue reliance on "eleemosynary aid." Mr. Moss did not get his 200 new members, but he was able to score a net gain of seventy-three in his Glasgow report and to express the hope that the tide was on the turn. The death of Mr. G. F. Schacht was, however, an "irreparable loss," for he had been a prime mover in Conference activities. Dr. C. Symes referred in his presidential address to "the fine intellectual figure of the man." Mr. Schacht's original suggestion for a peripatetic conference had been made some years before 1863, when it was taken up and given due form. Dr. Symes thought that the objects then decided upon had been worthily accomplished. The Conference had met on thirty-three annual occasions in twenty-nine centres, read and discussed about 700 papers, fostered research and promoted friendly intercourse. The thirty-three presidential addresses were dissected and summarised in masterly fashion—a remarkable feat of compression—with the addition of a few "historic facts" to show that progress had been achieved with only lukewarm support. Membership had rarely reached the 2,000 mark; in the previous year it was 1,330, plus 180 overseas members, and there was a debit balance of £50. Turning to the future, Dr. Symes wished to see the qualifying examination divided into two parts, the B.P. placed more definitely in pharmaceutical



Mr. E. H. Farr



Mr. R. Wright





Mr. J. C. Umney



Mr. D. B. Dott

hands (was it not a pharmaceutical compilation?) and much more use made of the exemption clauses of the medicine stamp regulations. He differed from some of his predecessors who had pleaded for the abolition of stamp duty, and his comments gave promise of the "known, admitted and approved" line of thought.

Dr. Attfield had been worried about the spelling of "asafetida," which had varied from "assafoetida" to "asafoetida" in pharmacopœias from 1864 onwards, and he wanted to get it right in the forthcoming edition. A letter from the great lexicographer, Dr. Murray, regretted that "asafoetida" had been printed in error in the A part of the Oxford New English Dictionary, but "fetid" was more correct than "foetid," according to their latest researches. A distinguished visitor from America (Professor Remington) rejoiced that his countrymen had already done the right thing in avoiding diphthongs in general; "busy druggists desired to have as little as possible to do with asafoetida." A discussion on "Pharmaceutical Ethics" by Mr. Leo Atkinson and numerous speakers was largely based upon Joseph Ince's "classical exposition" at a much earlier Conference. Mr. Bird's note on medicinal petroleum gave rise to interesting inside information from Professor Remington on the origins of Cosmoline and Vaseline. It would seem that Mr. Claridge Druce had come all the way from Oxford not so much for the Conference but to track down a certain species of sedge, *Carex halvola*, on that delectable mountain, Ben Lawers, which sheltered nearly half of the sixty-five plants peculiar to Scotland. Dr. Symes was re-elected president and the Conference decided to visit Belfast in 1898.

### Focus on New Pharmacopœia

During that year pharmaceutical interest was focused on the new B.P., an interest that was faithfully reflected in the Conference papers read on August 9 and 10. The president reiterated pharmacy's claim for a much more responsible part in the work, with more frequent consultation at each stage of production. There was no legal objection and every technical advantage in such a course; it was already being followed in Germany with conspicuous success. Introducing what would now be called a symposium, Mr. Peter MacEwan declared that pharmacists should have declined to help in any way unless adequately recognised. They had much to learn from the United States Pharmacopœia in style, continuity of revision and administration, and the Conference could do a great deal to rectify the present anomalous position by simply reorganising its own Formulary Committee and setting it to work on the lines of the American Convention. A useful side effect of such a move would be a revivification of the Conference itself. As it was free from official control, it could do the job better than the Pharmaceutical Societies (speaking on Irish soil, Mr. MacEwan was careful to use the plural). Having perfected its organisation and proved its capabilities, "the Conference would be able to state its terms, and if these were not agreeable to the Medical Council, then let the Council itself carry out its statutory duties without pharmaceutical assistance."

Other speakers dealt with more technical matters, and

there was a measure of agreement that the new work was an improvement on its predecessor, albeit with many reservations on details. Mr. Martindale, gathering up the loose ends of the discussion, spoke as an individual with no brief for the Medical Council. He felt that the B.P. had come out of the fire of criticism as well as could be expected. The Society's pharmacopœial committee simply gave advice; the position was not always agreeable but they made the best of it. He agreed that the U.S.P. was better in some respects but certainly not in all respects; it contained much matter irrelevant to a pharmacopœia and was really a private speculation with no legal status, "though it was a legal authority." He did not believe in limits of adulteration; it was better to leave matters indefinite and get the manufacturers to produce the best possible articles. One speaker had complained of the absence of a formula for Parrish's syrup or for the compound syrup of hypophosphites, but it was "undignified to try to imitate every nostrum that got into use."

### New Synthetic Remedies

A feature of the presidential address was a list of fifty new synthetic remedies, largely with "antiseptic, antipyretic and analgesic properties; their rapid growth would seem to be due more to commercial enterprise than to meeting a real want in medical practice." Dr. Symes welcomed the recent amending Act which had made all pharmacists eligible for membership of the Society. Mr. Claridge Druce described the Irish flora as being less varied but not less interesting than that of the adjacent island. Dr. McWalter was highly optimistic on the subject of animal products. Messrs. Groves and Reynolds felt obliged to resign from the Formulary Committee on grounds of age and infirmity, and their places were taken by Messrs. F. C. J. Bird and Harold Wilson. During his tenure of office as treasurer Mr. Moss had become known as "Honest John," and Mr. J. C. Umney, who now succeeded him, modestly hoped that, in due course, there would be an "Honest John the Second."

His task was not an enviable one. The financial statement, read at Plymouth in July 1899, showed a drop of £30 in subscriptions and a reduced revenue from advertisements in the Year-book. The list of members stood at 1,302, and unfortunately over 25 per cent. were in arrears. A further effort to adjust matters was the appointment of thirty-nine "local corresponding secretaries" and it was hoped to enlist more volunteers for that urgent work. Mr. J. C. C. Payne, Belfast, was in the chair, appropriately enough, since the first Conference he had attended had been at Plymouth, twenty-two years previously. Mr. Payne hailed from the West Country, but had adopted Northern Ireland. His address dealt largely with the story of medicine and pharmacy in Ireland, with special reference to the Dublin Pharmacopœia and the relations between the Irish pharmaceutical chemists and the registration of Irish chemists and druggists. The first paper, by Messrs. Farr and Wright, and the second, by Messrs. Naylor and Bryant, were so outspoken in their criticisms of the official assay processes for ipecacuanha preparations as to cause acute displeasure to Dr. Attfield. They would do well to remember, he said, that the B.P. was "a casket of gems, more or less well polished by various workers, and more or less well set by various other workers; it was *not* a stuffed sack on which to practise pugilism." Other speakers found the papers useful and illuminating, and eventually a somewhat mollified Editor acknowledged that the Medical Council was becoming more and more indebted to pharmacists for their continuous research. A later paper on belladonna assay was praised as being critical but much more moderate in its expressions. Throughout the meeting it was obvious that the cautious welcome given to the new B.P. the previous year was yielding to a strong under-current of criticism, with Dr. Attfield bristling every time the ark of the covenant was touched (as when Mr. Rutherford Hill suggested an over-plus of scissors and paste). Mr. Tyrer hoped that his treat-



ment of B.P. melting points would not generate too much heat and that Dr. Attfield would not be always on the defensive. As public money was involved could not the Government do something towards financing the research? Was not this the psychological moment at which to suggest such aid? One important fact brought to light was that the B.P. was not a standard under the Food and Drugs Act, though it could be used in evidence. A paper by Messrs. Moor and Cribb was virtually a plea for assistance from pharmacists in fixing suitable standards. Except for spirits there were no legalised standards in existence; public analysts were working in the dark, and so, apparently, were many magistrates. The president had to call a halt to the brisk discussion that followed. When objections were raised to his ruling, he urbanely suggested that the only time available would be on the excursion, next day.



Dr. F. B. Power



Mr. E. M. Holmes

In the final business session, the Conference accepted an invitation from the Western Chemists' Association to visit London in 1900, with Mr. E. M. Holmes in the chair. The excursion on the third day took members seawards to Mount Edgumbe and, later, up the Tamar to Calstock. There was even a "Friday Extra," with a morning trip to Devonport dockyard and an afternoon of fun and games, during which a spoof letter from the Lord Chancellor included a new Pharmacy Bill, promising them all their hearts' desires. Well might one enthusiast declare that the Conference was rich in everything but members.

Much the same could be said of the glittering, sunburnt London meeting of the following July, which reported a net increase of five members and an over-all deficit of £54 16s. 2d. It was suggested that the annual subscription (still standing at 7s. 6d.) was so small that it was apt to be overlooked, a difficulty that could easily be avoided by subscribing for three years in advance, added the president. Some members did not like the advertisements in the Year-book, but those pages were too useful to be discarded and efforts would be made to increase their usefulness by adding a series of informative tables. During the year the Conference had lost such stalwarts as Messrs. Reynolds, Thomas Greenish, Stanford, Downes and Borland, and the assistant secretary, Mr. Nightingale, retired owing to ill health, to be replaced by Mr. J. Hearn. One ambitious proposal was under consideration—for a chemist to devote himself to research under Conference direction. The familiar "blue list" was to be discontinued in favour of a research list to be published by courtesy of the trade journals.

Somewhat surprisingly the presidential address dealt with pharmacy in general over the century and Mr. Holmes himself surmised that it might not have been of the nature and quality demanded. He had made the choice deliberately, as likely to be of more immediate interest than a specialist discourse. "Xrayser" summed up his own reaction by saying that when he went to a Paderewski concert he wanted to hear the pianist, not a lecture on counterpoint. In certain respects, however, Mr. Holmes was thoroughly up to date; he asked for business technique to form part of the students' curriculum, for example, and he was well aware of such current problems as counter prescribing and the use or misuse of the B.P. in courts of law. Dr. Attfield deprecated the inclusion of such a wide range of references

from the literature; many of the latter had already been "digested" (by Dr. A.) for the Medical Council and circulated to 200-300 workers throughout the country. There was a general desire for more systematic work on behalf of the Pharmacopœia. Research should be continuous and advance proofs should be available for comment. Mr. Martindale seemed to be changing his mind regarding limits of purity in chemicals, provided they were such as could be reasonably expected. He wanted the research to be done not by the State but by practical pharmacists and medical men.

### No Dichotomy

On the following morning Mr. Glyn-Jones wanted an early discussion on standards for foods and drugs, and suggested that the meeting might divide into two sections. That was negatived, and Mr. Dott's paper on the B.P. as a standard for articles of commerce had to take its turn during the afternoon. It proved to be well worth waiting for on its own account and for the subsequent entertainment. Mr. Dott did not find the law altogether an ass, but poured all his scorn on its maladministrators. Police prosecutors, public analysts and inferior judicatories were making perverse use of the B.P. for their unfortunate decisions. One magistrate dismissed a case against a grocer for selling camphorated oil deficient in camphor and devoid of olive oil on the ground that the B.P. applied only to chemists. What was required was not so much an amended Act as a more intelligent interpretation of existing law. Mr. Glyn-Jones gave a foretaste of his forensic powers, quoting Dr. Attfield as saying that it would take £20,000 to make the B.P. perfect. "Then they must spend the £20,000!" Why should chemists be judged on an admittedly inferior book? The standards applied to articles used in medicine, but why did it quote so many popular synonyms? It was the duty of chemists not to be satisfied with such a chaotic state of affairs. It was the duty of the authorities to provide the standards. Mr. Rutherford Hill suspected that, in spite of everything that had been said, the B.P. was a standard. What other guide was there? The best solution would be a schedule of commercial drugs, drawn up by Somerset House, incorporated in the Sale of Foods and Drugs Act. Dr. Symes argued that it would be a misfortune if it went forth that the Conference was in favour of lowered standards. Mr. Dott's paper should have been read before justices of the peace. As chairman of a sanitary authority, Mr. Druce often found himself in an anomalous position when inspectors brought in samples of "magnesia." The samples were, with only one exception, carbonate, but he usually managed to persuade his colleagues to take a common-sense view. Dr. Attfield confessed that perhaps they had overdone the synonyms but, in 1885, there had been a definite move towards their inclusion. He inferred that there were two persons present in his shoes—a pharmaceutical reporter to the General Medical Council and the Editor of the B.P. In the whole of his long connection with the B.P. he had observed absolute loyalty to pharmacy, and the Council had never once discouraged his attempts to report the views of pharmacists. The Medical Council had nothing to do with the Sale of Food and Drugs Act: it was not their business. Pharmacists should see that it was *their* business and the more attention they paid to it the better. The president had to close the discussion with nine papers still unread.

Looking back on the pharmaceutical scene in the following December, the Editor of the *C. & D.* considered that the Conference itself and the volume of research associated with it directly and indirectly had become of real significance. Earlier he had criticised its financial basis and inferred that it would be a great pity if the useful work it was doing were allowed to fail for want of the £1,000 a year required to keep it going. It could become, if it cared to, "the pharmaceutical clearing-house of the Empire."



# Pharmaceutical Society of Ireland

## MONTHLY MEETING OF COUNCIL

**F**EARS that the warble fly scheme in the coming year might be operated on a different basis to the existing scheme, were expressed at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on July 13. The president (MR. J. P. O'DONNELL) stated that a rumour was abroad that pharmacists might not be invited to participate in the scheme next year. The matter had been referred to at the annual meeting of the Irish Drug Association the previous evening and he understood it was feared that the scheme might in future be operated on lines suggested by the Veterinary-Medical Association. If there was any foundation for the report it was a serious matter demanding immediate action.

### *Assurance by Department*

MR. D. J. KENNELLY called attention to the fact that an organo-phosphorus compound—a serious potential poison—was being used in the scheme and the Council were concerned lest such a product should be distributed through non-pharmaceutical channels. It would be extremely serious if such a product were given to anybody, but that was not the case said MR. T. R. MILLER. If the rumour were correct it would mean that the substance would be handled exclusively by veterinary surgeons, and that state of affairs should be strongly opposed. MR. R. J. SEMPLE suggested that immediate action should be taken jointly by the Council and the Irish Drug Association to arrange discussions with the manufacturers. The disturbing aspect was, said THE PRESIDENT, that the Department of Agriculture had recently informed them that the arrangements in the coming year would be the same as in the current year. MR. R. J. POWER recalled that the Council, through its veterinary sub-committee, had established the principle that pharmacists could stock all poisons. That had been accepted by the manufacturers and last year the warble-fly scheme had been most successfully implemented through the co-operation of 1,300 pharmacists. An I.D.A. subcommittee had been favourably received by the Department and he felt it would be an extraordinary situation if any major change in policy were adopted by the Department without having consulted the I.D.A. He understood the I.D.A. subcommittee had been informed by the Department that they would be notified immediately of any change on the part of the Minister. MR. F. LOUGHMAN favoured a meeting with the manufacturers and suggested that the Council should also request the Department to use the proper channels for the distribution of all such preparations. He did not think the Department could have any complaint so far as the pharmacists are concerned. The very small discount they had accepted had helped the Department. THE PRESIDENT said that the Council was co-operating to the full with the Department and had notified all members last May of the brucellosis regulations. MR. M. J. MULREANY suggested finding out if veterinary surgeons were really anxious to handle the scheme. "Empower the veterinary subcommittee to take what action it considers necessary," advised MR. M. F. WALSH. MR. H. P. CORRIGAN said they should contact the Department and find out exactly what the position was. On the suggestion of the president, THE REGISTRAR approached officials of the Department and reported that he had been informed that the officials would be meeting the manufacturers of the product within a week. Until then they could have no idea how distribution would be carried out under the new scheme. It was "a bit disturbing," said MR. MILLER, that the Department could not give a decision until they had had discussions with the manufacturers. "The manufacturers should not be involved in distribution policy at

all," he said, adding that the I.D.A. should get in touch immediately with the manufacturers. MR. POWER agreed and it was eventually decided to contact the I.D.A. with a view to arranging a meeting with the manufacturers.

The president reported that a deputation from the Council had met the Minister for Health on June 18 for a general discussion on the Health Services. The negotiating committee, which consisted of members of the Council and the I.D.A., had later met officials of the Department of Health on two occasions. The committee had submitted proposals on the dispensing of medicines for the lower income group. The proposals were at present with the Minister whose decision on them was awaited. No more could be said at that stage except that no decision would be taken by the committee until all pharmacists had been informed of the recommendations and their opinions obtained. Members agreed that in the circumstances the president could not elaborate on the proposals.

THE REGISTRAR announced that Mr. McArdle, of Birmingham had informed him that he would be only too happy to let the Society have his slides for rapid identification of tablets and that he would be extremely pleased to arrange for members of the Council or the College staff to inspect the machine at work in Birmingham. He had also said that he was looking forward to visiting Cork during Pharmacy Week, to which he had been invited. MR. WALSH asked whether the Society intended to acquire the machine for teaching purposes or as a basis for establishing a poisons' control centre. There was a considerable need for the provision of such a service in teaching hospitals, whose authorities were extremely interested in Mr. McArdle's system, he added. Personally he could not see the Society giving a twenty-four-hour service and he would like to know where the Council stood. MR. KENNELLY said Mr. McArdle had made it clear that he was offering the cards used in the machine to the British and Irish Pharmaceutical Societies only. While the Society could not possibly give a twenty-four-hour service, neither could the hospitals unless they had specially-appointed individuals standing by. He was fully in favour of having a member of the College staff trained so that the pharmacists would have a rôle in operating any Poisons' Centre that might be set up. The matter was outside the hands of the Society as Mr. McArdle was at liberty to give the cards to whom he wished, said MR. MILLER. He agreed they should inform all teaching hospitals that the Society was obtaining the cards and that they would be available. MR. SEMPLE favoured approaching the Department of Health with a view to having the system installed in a hospital and operated by a pharmacist. It was agreed to acquire the cards so soon as possible.

### *Post-graduate Education*

A letter was read from Mr. D. W. P. Boyd (director, Post-graduate Education Committee) requesting the nomination of two members of the Council and two representatives of the College staff to the Committee. MR. WALSH said the longer he remained on the Committee the more he appreciated the importance of post-graduate education. He believed the Council had taken the Committee a little bit too much for granted. They would have to take positive steps to take a more active interest in it, he said. Agreeing, MR. KENNELLY described the Committee as "excellent" and said it was deserving of all possible support from the Council. MR. WALSH considered it was the duty of the Council to be represented on the Committee.

THE PRESIDENT explained that if the Council did not appear to take sufficient interest in the Committee it was



because the majority of the members were reaching saturation point with Council commitments. He asked Mr. Walsh to convey to the Committee how much the Council appreciated its work. On the motion of Mr. KENNELLY, Dr. Boles and Mr. Semple were unanimously nominated to represent the Council and it was agreed that the two College representatives would be appointed by the dean (Professor Timoney).

"It is very important that we should join this Association in order to improve the image of pharmacy. We must get out and mix with other professions," commented Mr. SEMPLE on a letter that was read from Professor P. Cannon enclosing rules of the Council for Science and Technology of Ireland. Mr. KENNELLY stated that Professor Cannon was appalled to find that the profession of pharmacy was not represented on the Council. Mr. CORRIGAN and Mr. G. C. O'NEILL were of the opinion that they should find out more about the objects of the Council before applying for membership. PROFESSOR TIMONEY explained that the object was to form a trade union of professional bodies in order to be able to ask for grants, particularly for research, with a single voice. A decision on whether to apply for membership was deferred.

Miss Ena Meehan (general secretary, Irish Nurses' Organisation) had written stating the Organisation was happy to accept the facilities offered by the Council for the holdings of its annual refresher course in the College of Pharmacy in October.

Professor Timoney reported that he had attended a meeting of the Adaptation Council recently when the matter of quality control of drugs was discussed. THE PRESIDENT said he was happy that Professor Timoney had attended the meeting. In the final analysis the pharmaceutical industry depended on the community pharmacist as did the well-being of pharmacy generally. He felt the Council should arrange a meeting with the pharmaceutical industry. PROFESSOR TIMONEY said the Adaptation Council favoured the setting up of a unit for controlling the quality of drugs and he felt the Council would like the Society to be associated with such a scheme. Mr. R. J. POWER said that the Council had made it clear some time ago that they would be prepared to provide such a facility if the Government provided the money. THE PRESIDENT agreed with Mr. Power that it would be desirable to meet the Adaptation Council officially as it was essential that a Bureau of Standards be established. It was decided to seek a meeting with the Adaptation Council so soon as possible.

Mr. MULREANY thanked the Council for the support it had extended to him in his recent unsuccessful attempt to secure election to the Senate.

### Health Department delay

Arising out of the Law Committee report it was recommended that proceedings be instituted in five cases of breaches of the Poisons' and Pharmacy Acts reported by the Inspector. THE PRESIDENT stated that the standard of observance of the regulations by pharmacists had improved considerably but there was still a considerable way to go before full compliance was achieved. Some pharmacists still had "easy thinking" about complying with the regulations but they should accept the responsibility of being pharmacists. The Inspector's task was never an easy one, said Mr. KENNELLY, but some people were taking advantage of the fact that the Inspector was powerless in some cases where potent drugs were to be had. It was a high time that the Department of Health set about implementing the recommendations of *Comhairle na Nimheanna*.

On the suggestion of Mr. Power it was decided to ask the Irish Medical Association for an official copy of the address delivered by its president (Dr. Cusack) at the annual conference recently.

THE PRESIDENT, on behalf of the Council, congratulated Mr. C. S. O'Connor, a member of the College staff, on having been awarded an M.Sc. degree by Dublin University

for his thesis on "A study of the effects of growth conditions on the yield and quality of essential oil of *Mentha piperita*."

Arising out of the Schools' Committee it was agreed that the registrar should meet Mr. J. Morgan (chairman, Irish Pharmaceutical Students' Association) to discuss the possibility of holding a garden party at the College rather than having an indoor reception to mark the official opening of the International Students' Congress to be held in September.

### Council administration

A notice of motion in the name of Mr. Walsh to be considered at the September meeting suggests the setting up of a subcommittee to examine and report on the present administrative structure of the Council and to offer recommendations on it for the future. Mr. WALSH explained that he was not putting forward the motion in any critical spirit but the Council was growing in importance and both members of the Society and the public expected the best possible service from it. His idea was that the latest modern methods should be incorporated in the running of the Council to ensure that maximum results were achieved. Mr. POWER seconded, Mr. SEMPLE, agreeing with the purpose of the motion, said the Council was overwhelmed with work at present. All the leading business firms had efficiency experts and it was encouraging to see members thinking along such progressive lines. It was decided to circulate a copy of the motion among Council members.

At the beginning of the meeting THE REGISTRAR reported that he had received apologies for absence from Mr. Cashman, Mr. McElwee and Mr. Harty. Mr. Harty had telephoned to say that he had just been elected chairman of Tralee Urban Council which was meeting that evening.

A copy of the agenda for the Fédération Internationale Pharmaceutique Congress being held in Stockholm in September was received from Dr. Winters (general secretary) and it was decided to forward it to the Council's representative, Mr. Costello, who was on holiday.

THE REGISTRAR reported the deaths of Helena O'Flynn, M.P.S.I., Edward MacManus, M.P.S.I., Herbert Whitley, M.P.S.I., and Joseph Clarke, L.P.S.I. Remarking that he had been one of their oldest members, THE PRESIDENT directed that the sympathy of the Council be conveyed to the family of the late Mr. MacManus.

Brigid Vesey, 112 Home Farm Road, Drumcondra, Dublin, 9, was granted registration in the Pharmaceutical Assistants' Preliminary Register.

The following changes of address were noted:—Miss Una Flanagan, M.P.S.I., to Carraroe, co. Galway; F. de Buday-Goldberger, M.P.S.I., to 40 Terenure Road East, Dublin, 6; J. Fitzgibbon, M.P.S.I., to 78 Ard na Mara, Malahide, co. Dublin; W. D. Barry, M.P.S.I., to The Abbey, Roscrea, co. Tipperary; D. Houlihan, M.P.S.I., to St. Jude's Castleconnell, co. Limerick; Mrs. Mary T. O'Brien, M.P.S.I., to 60 Clonkeen Drive, Foxrock, co. Dublin; P. J. O'Brien, M.P.S.I., to 60 Clonkeen Drive, Foxrock, co. Dublin; Mrs. Mary C. Boyle, L.P.S.I., to Auburn Drive, Athlone, co. Westmeath; Mrs. Anne Shehy, L.P.S.I., to 3 Leopardstown Park, Blackrock, co. Dublin; J. J. Tierney, L.P.S.I., to 59 Seafield Road, Clontarf, Dublin, 3; M. F. Collins, R.D., to Glenart, 106 Terenure Road West, Dublin, 6.

Miss Margaret M. P. McCann, L.P.S.I., 26 Vincent Avenue, Dundalk, co. Louth; Mrs. Alice M. Meares, L.P.S.I., Rhode, co. Offaly, and Mrs. Margaret T. Daly, L.P.S.I., Hillsboro, 50 Botanic Avenue, Dublin, 9, were nominated for membership.

Elected to membership were:—Miss Mella Cusack, L.P.S.I.; Luke Colleran, L.P.S.I., and John J. Joyce, L.P.S.I.

The names of Mrs. Eleanor Lynch (née Ryan) and Mrs. Kathleen F. Tolland (née Campbell) were restored to the Register of Pharmaceutical Chemists.

Dr. Mahalingham Mahadevan, Malaysia, was registered as a Pharmaceutical Chemist, an L.A.H. certificate having been submitted.

Members present were Messrs. T. R. Miller, Dr. W. E. Boles, Messrs. H. P. Costello, C. J. Cremen, Miss L. Cuniffe, and Messrs. F. Loughman, D. J. Kennelly, M. J. Mulreany, J. B. Murphy, T. B. O'Sullivan, G. C. O'Neill, M. Power, R. J. Power, R. J. Semple and M. F. Walsh.



# Irish Drug Association

## REPORT OF ANNUAL MEETING IN DUBLIN

STEPS taken during the year by the Committee of the Irish Drug Association to obtain better terms under the Mother-and-Child scheme were outlined by the president (MR. W. DALTON) when he addressed the annual meeting of the Association in Dublin on July 12. He also told of the progress made in talks with the Minister for Health on the proposed new Health Services.

"From many angles we are approaching quite a critical phase in pharmaceutical matters," the president said, reminding members that during the year many matters of "serious concern" to pharmacists had arisen. "Your Committee was strengthened by the election of members last year who worked hard and diligently," he said, stating that a "phenomenal" number of meetings had been held during the year, which had placed a heavy strain on the Committee and particularly on the secretary (MR. B. R. SMITH). "Working with such an able body had been a rewarding experience and much progress had been achieved," he declared.

### Mother and Child Scheme

Opining that probably the most serious matters during the year had to do with the Health Services, he told how, early last year and again this year the committee had gone to the Department of Health to procure better terms under the Mother-and-Child Act. The Association had been entirely liable for the pricing of prescriptions under the Service and that had imposed a heavy strain on Mr. Smith and his assistants, he said, to say nothing of the additional financial strain. Efforts to prevail on the Department to introduce terms similar to those in the North and Britain had met with failure. The Department had argued that since the scheme was inaugurated in 1953 the gross value of monies paid out by them and by local authorities had increased 600 per cent, and pharmacists, therefore, must have gained six times as much as when they first entered the scheme, and must be fairly happy with the present arrangements. "Needless to say, none of us feel that way about it, but, on the other hand there are quite a number who feel we should carry on rather than opt out, in the hope that something may be done to improve the position," remarked the president. He went on to say that they had succeeded in getting an increase in the maternity pack and in the fee for extemporaneously dispensed medicines. They had been told by the Department that if they wished to withdraw, the scheme would be given back to the doctors. It had to be remembered that in country districts, members did a lot of work under the scheme. Birr pharmacists had recently decided to opt out but when the matter was later put to Offaly County Association there had been no unanimity. It should be remembered that contracts were made between individual pharmacists

and the local authority and the position could be conceived where, even if the Executive gave an instruction to opt out, one pharmacist in each town might still remain in the scheme. While minor concessions had been gained the matter, by general consent, had been left more or less alone.

Continuing, Mr. Dalton told how subsequently a joint committee on health matters, had been formed with the Pharmaceutical Society of Ireland, which had felt that, sooner or later, there would be developments in the Health Service and had been concerned not to be taken unawares. The committee had been active and had engaged the services of Mr. Lovesy who had guided Northern Ireland pharmacists since 1948. In addition, a firm of actuaries or accountants would have to be employed under the direction of Mr. Lovesy. Subsequently, continued the president, a deputation from the Pharmaceutical Society of Ireland had been received by the Minister for Health and a fortnight ago the joint committee had had interviews with Department officials. Negotiations were still proceeding. On the question of doctors' and pharmacists' fees for the lower income group, the president said that if the dispensary system disappeared, a choice of doctors would mean that the classes concerned would have to be supplied with medicines. In that case, if pharmacists could reach agreement with the Department it was possible that all prescriptions would be from private doctors, with the general pharmacists as the suppliers of the medicines. If agreement were not reached, however, the situation could arise in which every private doctor would, in effect, be a dispensary doctor.

### Revision of Rules

Dealing with revision of the rules, the president said one proposal before the meeting was that each area should in future be autonomous in selection of candidates. If passed all that would remain would be to work out an equitable basis of representation for each region. At present some areas were not represented, which was not a desirable situation. Speaking practically, however, it was necessary to have a high proportion of Dublin members who could always be at hand to attend to urgent matters. The last Kilkenny delegates' meeting had been anxious to have a subcommittee set up to deal with veterinary matters as those matters had taken up an increasing amount of the Committee's time. The subcommittee had subsequently been set up and was working satisfactorily. Continuing, the president said that recently they had had comprehensive talks with officials of the Department of Agriculture who had undertaken to consult them on all matters affecting the supply of veterinary drugs and medicines. Recalling that last year the warble-fly scheme had been conducted through pharmacists, he said that from

information recently received they had reason to believe that that might not be so this year. Rumours were about that the Veterinary-Medical Association had been approached to undertake the scheme. Everything the committee could possibly do to avert such an eventuality was being done, but if the Department insisted on a change there was little the Committee could do but appeal on the grounds that the constitutional rights of pharmacists were being infringed. He understood a decision would be made in the coming week.

### Joint Meetings

Meetings had been held with the Pharmaceutical Society of Ireland, he went on, to prevent an over-lapping of work and much progress had been made. In regard to Health Service matters they were as one. Mr. Smith and Mr. Coleman (secretary of the Society) had undertaken to meet regularly in the common interest.

The president went on to state that the Association was a member of the Federation of Trade Associations, which had recently settled a dispute between the Grocers' Association and the Association over the sale of two confined classes of goods — paper tissues and saccharin tablets. As a result of Mr. Smith's representations both were still confined. A trade seminar in Dublin had not been well attended but it had been decided to hold at least one more. Of the proposed new Price Control Bill he said it might mean a virtual standstill of prices. A suggestion by wholesalers that they should charge 15 per cent. on returns would have to be closely considered, he said.

Paying tribute to four members of the Executive who had resigned during the year—Messrs. Cremen, Murphy, Woulfe and Hennessy—he said he had had the pleasure of working with them for many years during which they had given wise counsel. He wished them many happy years of retirement.

Proposing the adoption of the president's report, MR. F. LOUGHMAN described it as a comprehensive review. He felt they had made more progress during that year than in any other year since the formation of the Association. The discussions at Ministerial level on the question of supply of medicines was in itself quite an achievement. Agreeing that a sufficient number of Committee members should be from the Dublin area he said it was impossible for country members to attend at short notice. He had the utmost confidence in the Committee who had done excellent work. The fact that there was general acceptance of the Association's work was the greatest tribute that could be paid to the Committee.

Seconding, MR. D. J. KENNELLY added his congratulations saying it had been a difficult report for the president to present owing to the delicate nature of the negotiations.

A loss of £1,800, or an increase of



£900 on the loss for the previous year, was reported by the treasurer (Mr. Gardiner) in his year's review. The cost of running the Association continued to increase, he said, and it had been found necessary to increase the subscription fee. During the year, members' subscriptions were down by £212. Some members no longer kept open shop and others had been struck off owing to subscription arrears. Membership, at 1,189, was much the same as the previous year and the increased subscription should ease their financial troubles as well as enabling them to appoint an organiser. Seconding the adoption of the report (proposed by Mr. P. T. Crowley), Mr. J. A. HURSON said the report did not take into account the higher subscriptions. They all owed a debt to the president and Committee which had put up such a fine show during the year. They could not expect the present enthusiasm from provincial members to continue and might have to fall back on the Dublin members, who had put the Association on its feet.

#### Agencies

Speaking on the subject of "agencies," Mr. LOUGHMAN said it was embarrassing for pharmacists who did not have a particular agency to have to send customers to other pharmacies. While such agencies might be reserved to particular pharmacists there should be some provision under which other pharmacists would be able to get the lines at the normal wholesale price.

Regarding the suggestion that nine members should constitute a quorum for a general meeting of the Association, Mr. Loughman said he considered that number to be inadequate and that it should be increased considerably. He agreed that seven members should retire annually. He had established that for representation purposes there were, in the Dublin area, 360 members: in Leinster (other than Dublin) 228; in Munster 319 and in the three Northern counties (Donegal, Monaghan and Cavan) eighty. On that basis it was only right that Dublin and Leinster should have a majority on the Committee. He would favour allotting them eleven or twelve seats; Munster should have six; Connaught two and the North one. Under the proposed system of election one bloc of votes could elect the entire seven members, which meant that 51 per cent. of the votes could elect the seven members whereas 49 per cent. would not return any representative. He would prefer election on the basis of proportional representation as it would be better for regional purposes. He considered it wrong that a member must vote for all seven members as he might be compelled to vote for someone he did not favour or invalidate his paper by not voting the full panel. Mr. O'NEILL agreed.

Emphasising that there was a considerable difference in the interests of city and country members, Mr. HURSON asked if it would be possible to have a committee representative of the two different sets. He would favour a special committee to look after the problems peculiar to the country. Mr. CAHILL said he found it difficult to believe that the interests of country

pharmacists were very different to those in the city. Mr. R. C. O'HIGGINS considered any system that obliged a person to vote for the entire seven members was undemocratic. THE PRESIDENT said that that had never been intended and the new committee would not insist on it. He went on to say that it was agreed in principle that each area would only vote for candidates from its own area. The problem of increasing expense had to be considered. With a top-heavy country representation travelling expenses would be out of proportion to the Association's resources.

Mr. KENNELLY considered that a weakness of the Association was the lack of a machinery for disciplining members to ensure strict observance of professional conduct. Mr. M. BROPHY considered that the Executive should have a final decision in the settling of local disputes. THE PRESIDENT explained it would be difficult to exercise control if a particular member did not wish to abide by any edict of the Executive. The first thing such a member would do if the Executive interfered would be to resign from the Association. Even if a decision of the Executive could be binding the trouble would be to get it implemented and suggestion rather than penalty would be the best approach. "There is nothing in the rules to provide for local associations, so local disputes could not

possibly come under control," interposed Mr. HURSON. THE PRESIDENT said the Executive would consider the various amendments and re-draft the proposed rules for approval at a special general meeting later. He told members who suggested that they should be kept more informed of Committee proceedings through circulated reports, that that was being done and the situation was also being met by representatives reporting back to meetings of local associations. Mr. J. BURKE congratulated the president on his "fruitful year of office." The Association was not getting adequate credit for the amount of work done, he said.

When Mr. TRAVERS suggested that sufficient support did not appear to be given the Association to the Irish Pharmaceutical Association, THE PRESIDENT said they were fully behind the organisation which was doing great work for pharmacy and he hoped to remedy any neglect in the coming year.

On the motion of Mr. MAGEE, seconded by Mr. McAULIFFE, Miss A. McNamara was again re-appointed auditor.

The secretary announced that the following had been elected to the Committee:—Messrs. P. McAuliffe, G. C. O'Neill, P. J. Kilgariff, E. Leavy, R. C. O'Higgins, D. O'Sullivan and J. Burke. The president congratulated the successful candidates.

## PACKAGING NOTES

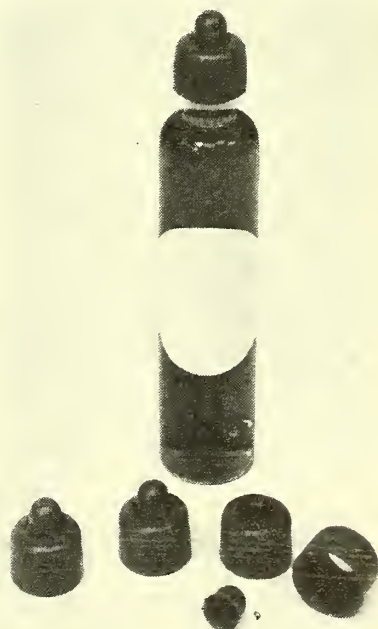
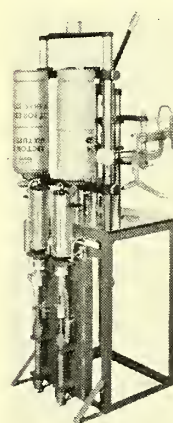
**Pilot Aerosol Propellent Machine.**—A new model of the Pilot-Pak machine has now been made by Aerofill,

Ltd., Walmgate Road, Perivale, Middlesex. The standard machine has a product metering pump, a crimping head and one propellent metering pump. The new model has a second propellent metering pump and the necessary valve gear to enable its operator to fill metered doses of two different propellents into one can in successive actions. The machine makes it possible to prepare

series of samples of aerosols with different blends of propellent to determine which is the optimum blend, without having to carry a vast stock of pre-blended propellent bottles. The machine can then be used at a moment's notice on either butane or fluoro carbon propellent aerosols. Two models of this machine have so far been made, one of which has been supplied to the Welsh School of Pharmacy.

**"One Shot" Dispenser Cap.**—A new thermoplastic closure for "one-shot" containers has been developed by Metal Closures (Plastics), Ltd., 14 Brunswick Park Road, New Southgate, London, N.11. The cap, moulded in low density polyethylene, snaps tightly on to the bottle neck and is claimed to provide a completely safe seal. To open

the bottle, thumb pressure sideways and down on the raised centre piece of the cap tears the thin membrane which separates it from the cap shell



so allowing the contents to be easily dispensed through the orifice resulting from removal of the centre component. The advantage claimed for this cap over previous types lies in its tamper-proof qualities allied to economy and ease of dispensation. Among suggested uses are single "shots" of shampoos and hair dyes.



## TRADE REPORT

The prices given are those obtained by importers, or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, JULY 21: Price movements among CRUDE DRUGS during the week were more numerous than of late but demand showed no improvement.

Cape and Curaçao ALOES were at the same price level of 270s. per cwt. spot and 260s., c.i.f. Among BALSAMS, shortages of COPAIBA and PERU were unrelieved and parcels of the latter when offered for forward delivery were quickly taken up. BUCHU was threepence per lb. dearer as a result of the tight position at origin. Offers of new-peel CASCARA were received at 216s. per cwt., c.i.f., a reduction of 2s. on the old-peel price. Portuguese ERGOT continued its firmer tone with a further rise of sixpence per lb. and CHERRY BARK was one penny dearer in both positions. NUX VOMICA was dearer by 10s. a cwt. for spot and forward. Dutch LOBELIA at 5s. 3d. per lb. showed a fall of one shilling and it was understood that in one quarter it could be obtained for as low as 4s. 3d.; offers of new crop, for October delivery, were received at 4s. 6d., c.i.f. Also lower were GENTIAN, PODOPHYLLUM *Emodi* and Italian SQUILL (all by 5s. a cwt.). Costa Rican IPECACUANHA for shipment was down sixpence per lb. A similar reduction was made in Chinese MENTHOL spot and forward and in Brazilian for shipment. White Sarawak PEPPER was dearer.

AMONG ESSENTIAL OILS, Ceylon CITRONELLA was fractionally easier but LEMONGRASS advanced sharply with spot up sixpence per lb. on the advice that shippers had withdrawn offers. Contrary to market expectations the BERGAMOT Consortium in Italy has advanced its price for the oil. Chinese and Brazilian PEPPERMINTS were lower by threepence per lb. and East Indian SANDALWOOD by 3s. 6d. Rhodesia may develop into a major supplier of natural GERANIUM oil to France. Experimental geranium farming in the Salisbury district has proved both practicable and profitable, the High Commissioner's Office of the Government of Rhodesia reports. French buyers have guaranteed to take oil from Rhodesia at a minimum price of 50s. a lb. delivered France.

PARACETAMOL was reduced by twopence per lb. making the 1-ton rate now 10s. a lb.

### Pharmaceutical Chemicals

Prices below may be subject to temporary import surcharge.

ACETANILIDE. — Crystals, one-cwt. lots, 2s. 10d. per lb.; 5-cwt., 2s. 9d.

ACETIC ACID. — Per ton, in bulk; B.P.C. glacial £80 to £84; 98-100 per cent., £76 to £80. Technical 80 per cent. grades: Pure £70 to £74; technical, £64 to £68. Small lots B.P.C., 5-gall. demijohn 16s. per gall.; 10 demijohns, 11s. per gall.

ACETYLSALICYLIC ACID. — One-ton lots, 4s. 0½d. per lb.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

ADRENALINE. — (Per gm.). Synthetic B.P., 1-kilo lots, 11d.; 500 gm. is 1s. 1d. ACID TARTRATE, B.P., 1 kilo, 7½d.; 500 gm., 9d.

ALGIN. — Micro-crystalline, 14-lb. lots, 34s. per lb.

AMMONIUM CHLORIDE. — Pure, in 50-kilo kegs, 6s. 1d. per kilo.

AMINACRINE. — HYDROCHLORIDE, B.P., is £24 per kilo.

p-AMINOSALICYLIC ACID. — SODIUM, 17s. 6d. per kilo for 1,000-kilo lots.

AMMONIUM ACETATE. — Kegs (70-kilos), B.P.C. 1949, 8s. 1d. per kilo. SOLUTION, strong, 3s. 6d. kilo.

AMMONIUM BICARBONATE. — B.P. powder £54 10s. per ton; CARBONATE, £83 10s. for lump and £87 10s. for powder. All in 1-cwt. free kegs.

AMMONIUM CHLORIDE. — 50-kilo lots pure powder, 2s. 1d. per kilo.

AMMONIUM NITRATE. — Crystals, 1s. 8d. per kilo in 50-kilo lots.

AMMONIUM SULPHATE. — 50-kilo lots, 2s. per kilo for B.P.C. 1934 grade.

BARIUM SULPHATE. — B.P., 50-kilo lots, 3s. 8d. to 3s. 9½d. as to package; 250-kilos from 3s. 3½d. to 3s. 5d.

BENZOIC ACID. — One cwt., 2s. 10d. per lb.; SODIUM SALT, 2s. 7d. per lb.

BISMUTH SALTS. — Advanced. Prices (per kilo) are now:

Quantity	Under 50		50		250	
	s.	d.	s.	d.	s.	d.
CARBONATE ...	77	10	76	0	75	0
SALICYLATE ...	72	4	70	6	—	—
SUBGALLATE ...	67	10	66	0	—	—
SUBNITRATE ...	71	10	70	0	69	0

CALAMINE. — Five-cwt. lots, 1s. 11d. per lb.; 1-ton, 1s. 9½d.

CALCIUM CARBONATE. — B.P. light precipitated powder, 1-ton lots, £37 10s. per ton in free bags, ex works.

CALCIUM CHLORIDE. — Fused, 3s. 11d. per kilo. In 12½-kilo tin for 100-kilos.

CALCIUM GLUCONATE. — 10s. 6d. to 12s. per lb., as to quantity.

CALCIUM PANTOTHENATE. — 97s. 6d. per kilo.

CITRIC ACID. — Domestic powder in bags, per cwt. 1-4 cwt. lots, 214s.; 5-19 cwt., 212s.; 1 ton, 208s. Crystals plus 10s. cwt. ANHYDROUS powder and granular plus 10 per cent. All less 7s. cwt. if in bags.

CREAM OF TARTAR. — Home-trade: — One-ton lots, 241s. per cwt.; 10-cwt., 242s.; 5-9 cwt., 243s.; 2-4 cwt., 244s.; 1-cwt., 245s. (If supplied in bags deduct 5s.)

DIGOXIN. — 100-gm. lots, 44s. per gm.

FUMARIC ACID. — Food grade in 5-cwt. lots is 227s. to 234s. per cwt. according to container.

GALLIC ACID. — B.P., 11s. 9d. per lb. for 1-cwt. lots; 5-cwt., 11s. 6d.

GLYCRRHETIC ACID. — Per oz., 50s.

GUAIACOLS. — LIQUID B.P.C., 16s. per lb., for 1-cwt. lots; CRYSTALS, 15s. 9d.; CARBONATE, 18s.

HEXAMINE. — B.P., 1s. 6d. per lb. for 1-ton lots, delivered in 1-cwt. bags. Technical is 1s. 5d. per lb.

HYDROCHLORIC ACID. — B.P., 50s. per cwt. in carboys.

HYDROCYANIC ACID. — Dilute B.P.C. 1964, from 4s. to 4s. 7d. per litre, as to quantity; Scheele's from 4s. 9d. to 5s. 4d.

HYPOPHOSPHOROUS ACID. — B.P.C., 1959, 15s. 5d. per kilo; 50 per cent., 19s. 3d.

IRON SALTS. — CHLORIDE, B.P.C., 1949, 3s. 1d. per kilo. GLUCONATE, B.P.C., 4s. 9d. per lb. in 1-cwt. lots; SULPHATE, B.P., crystals 1-cwt. 70s. per cwt.; 5-cwt. 65s. per cwt.; granular, 2s. 6d. per cwt. extra. PHOSPHATE, B.P.C., 7s. 2d. per kilo; OXIDE RED PRECIPITATED, B.P.C., 1949, 25 kilos, 6s. 3d. per kilo; CARBONATE, SACCHARATED, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s. 1b. AMMONIUM CITRATE, 250-kilos, 9s. 4d. kilo. — QUININE CITRATE, 3s. 1d. per oz. in 100-oz. tin.

ISOPRENALINE SULPHATE. — One-kilo lots, 445s. per kilo; 5-kilos, 430s. per kilo.

KAOLIN. — Light, 500 kilos, 1s. 2d. per kilo and 1,000 kilos, 1s. 1½d.

LACTIC ACID. — B.P. 4s. 7d. per lb. for 12-winchester lots and 4s. 2d. for 5-cwt. lots. Edible, 80 per cent. acid, £270 per ton for under 1-ton lots; 12-winchesters, 2s. 9d. per lb.

MANDELIC ACID. — One-cwt. lots, 12s. 6d. per lb. CALCIUM SALT, also 12s. 6d. SODIUM MANDELATE, 13s. and AMMONIUM MANDELATE 50 per cent. solution, 7s. 6d.

MERCURY DERIVATIVES. — Rates (per kilo) for under 50-kilo lots — AMMONIATED MERCURY, B.P., powder, 185s.; PERCHLORIDE, B.P.C., powder, 161s.; SUBCHLORIDE (calomel), B.P.C., 190s.; OXIDES, yellow, B.P.C., 199s.; red B.P.C., 1949, 203s.; IODIDES, 1954 (25-kilo lots), 133s. per kilo; OXY-CYANIDE (12½ kilos), 253s.

OLEIC ACID. — B.P. grade, £188 10s. per ton; 1-gall. lots, 22s. 10d.

OXALIC ACID. — Manufacturers' rates for 4-ton lots, £153 per ton.

PARACETAMOL. — One-ton lots are now 10s. 2d. per lb.

PARAFFINS. — Prices to wholesale distributors per gall. — Liquid: HEAVY, B.P., in drums, 8s. 8½d. to 8s. 9½d. as to quantity: over 500 gall. in bulk, 8s. 1½d. LIGHT, B.P. drums, 7s. 1½d. to 7s. 2½d.; bulk, 7s. 0½d. Technical white: LIGHT, 6s. 6d. to 6s. 7d. and 6s. 3d. in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades WHITE medium consistency, £116 15s. per ton and soft consistency, £113 7s. 6d. YELLOW, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PARAFORMALDEHYDE. — B.P.C. is 1s. 3d. per lb. for 1-ton lots; 1s. 5d. per lb. for 1-cwt.

PHENAZONE. — Imported, 9s. 6d. per lb.

PHENOL. — Ice crystals in bulk, 1s. 4d. per lb. LIQUID, B.P., 1s. 9d. per lb. in 56-lb. returnable tins.

PHOSPHORIC ACID. — B.P. (s.g. 1.750) drums, 1s. 4d. per lb.; bottles from 4s. 5d. per kilo.

SULPHUR. — (Per ton). SUBLIMED FLOWERS, B.P., £60; TECHNICAL, £55; GROUND, £20 to £25; PRECIPITATED, B.P., £120; ROLL, £28 to £30. All ex store.

SULPHURIC ACID. — Ninepence to 1s. 2½d. per lb. in winchesters.

TANNIC ACID. — The B.P. fluffy, 9s. per lb. (5-cwt. lots) and powder, 8s. 9d.

TARTARIC ACID. — (In bags): 1-ton lots, 268s. per cwt.; 5-19 cwt., 283s.; 1 cwt., 285s. If supplied in drums add 8s. cwt.

THIOGLYCOLIC ACID. — Basic rates per lb., 97-98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLATE, 40 per cent., pH 9.3 (24-lb. packs), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLATE, pH 9.9 4 per cent., 9s. 10d. All carriage paid United Kingdom and subject to purchase tax.



# Crude Drugs

ACONITE. — Spot, Spanish, *napellus*, 2s. 4d. per lb.; shipment, 2s. 3d., c.i.f.

AGAR. — Kóbé No. 1, 13s. per lb. in bond; shipment, 12s. 6d., c.i.f. Spanish scarce on the spot at 15s. 6d., duty paid, nominal.

ALOE. — Primes, 270s. per cwt. spot. Shipment, 260s., c.i.f. Curaçao. spot, 270s.; 260s., c.i.f.

ANISE. — Chinese, STAR, 152s. 6d. per cwt. spot, duty paid; f.a.q. for shipment, 115s., c.i.f.

BALSAMS.—Per lb.: CANADA: 24s., spot. COPAIBA: B.P.C. Spot, 12s. nominal. PERU: 24s., afloat; shipment, 23s. 6d., c.i.f., nominal. TOLU: B.P., from 10s. 6d. to 27s. 6d.

BAY.—LEAVES, 1s. 9d. per lb., spot.

BELLADONNA.—LEAVES, 6s. per lb., nominal, spot. Root, 1s. 8d. per lb., spot; shipment, 1s. 7d., c.i.f.

BENZON. — Sumatra block spot from £20 to £40 per cwt. as to quality.

BUCHU.—Spot, 5s. per lb.; shipment, 5s., c.i.f., nominal.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPOR. — B.P. powder for shipment, 5s. 3d. per lb., c.i.f.; spot, 6s. 6d., duty paid.

CARDAMOMS. — Aleppy greens, spot, 19s. 6d. per lb.; shipment, 22s. 6d., c.i.f.

CASCARA. — Spot, 225s. per cwt.; 1965 peel for shipment, 216s., c.i.f.

CASSIA.—*Fistula*, 105s. per cwt. spot; *lignea*, whole shipment, 202s. 6d., c.i.f.; selected broken, 192s. 6d., c.i.f.

CHAMOMILE.—Belgian flowers scarce at from 20s. per lb., upwards, spot; German type, 7s. 6d.

CHERRY BARK. — Thin natural, 2s. 3d. per lb., shipment, 2s. 1d., c.i.f.

CHILLIES. — Zanzibar, spot, 320s. per cwt.; shipment, 310s., nominal.

CINNAMON.—BARK, Seychelles, 130s. cwt. spot; shipment, 117s. 6d., c.i.f.; QUILLS, Ceylon (per lb., c.i.f.): 4 O's, 10s.; single O, 9s. 4d.; quillings, 5s. 3½d.

CLOVES. — Zanzibar, spot, 2s. 10½d. per lb. standard grade, shipment, 2s. 7½d. c.i.f.

COCHINEAL. — Canary 1s1e silver-grey, 20s. per lb.; black brilliant, 22s. Peruvian silver-grey, 16s. 6d. landed, 15s. 9d., c.i.f.

COCILLANA.—Bark 1s. 6d. per lb. on the spot.

DIGITALIS.—*Purpurea*, leaves, 2s. 6d. per lb.

ELEMI. — Spot, 1s. 8d. per lb.; shipment: new crop, 1s. 5d., c.i.f.

ERGOT. — Portuguese, spot, 10s. 6d. per lb.; shipment, 10s., c.i.f.

GENTIAN. — Root, 185s. per cwt. spot; shipment, 180s., c.i.f.

GINGER. — (Per cwt.). Nigerian, July-August shipment (c.i.f.), split, 85s.; peeled, 210s. spot; African, spot, 230s. per cwt.; shipment, July-August, 220s., c.i.f. Jamaican No. 3, spot, 325s., shipment, 280s., c.i.f.; Cochín, spot, 300s. nominal; July-August shipment, 300s., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 162s. 6d. per cwt., spot; shipment, 148s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, spot, 120s. to 125s.; and medium amber, 110s. to 115s.; Argentine, 110s. to 115s.; Canadian, 175s. to 180s.; Mexican spot, 115s. to 120s.

IPECACUANHA. — High testing material short on spot. Matto Grosso for shipment, 54s. 6d. per lb.; c.i.f. and landing, 55s. Costa Rican, 74s. spot, nominal; shipment, 70s. 6d., c.i.f.; Colombian, 54s. 6d., c.i.f. for shipment.

KARAYA.—No. 1 f.a.q. gum, spot, 415s.; No. 2, 300s. per cwt.

KOLA NUTS.—African, spot, 6½d. per lb., nominal; shipment, 5½d., c.i.f.

LANOLIN. — ANHYDROUS B.P. is from 2s. 6d. to 2s. 10d. per lb. in 1-ton lots delivered, free drums. Commercial grades from 1s. 9½d.

LEMON PEEL.—Spot, 1s. 9d. per lb.; partially extracted, 1s.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 110s.

LIQUORICE. — Natural root: Russian, 67s. 6d. per cwt.; Anatolian, 57s. 6d.; Anatolian decorticated, 170s. Block juice: Anatolian, 210s. to 220s. per cwt.; Italian stick from 395s. to 460s. per cwt.

LOBELIA.—Dutch on the spot offered at from 4s. 3d. to 5s. 3d. per lb. New crop, October shipment, 4s. 6d., c.i.f.

MACE.—Whole pale blade, 14s. per lb. for forward delivery.

MENTHOL.—(Per lb.). Chinese for shipment, 28s. 6d., c.i.f.; spot, 29s. 6d., in bond. Brazilian for shipment, 29s. 6d., c.i.f.; spot, 33s., duty paid, and from 30s. 6d. in bond.

MERCURY. — Spot nominally £265 per flask of 76-lb. ex warehouse.

NUTMEGS.—(Per lb.). West Indian, spot, 80's, 9s.; 110's, 7s. 8d.; sound unsorted, 7s.; defectives, 5s. 6d. East Indian for shipment, 80's, 8s. 6½d.; 110's, 6s. 11d., b.w.p. 4s. 4½d., c.i.f.

NUX VOMICA.—Cochin, 110s. per cwt. on the spot; shipment, 105s., c.i.f.

ORANGE PEEL. — Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters: West Indian, 10½d.; Spanish, 1s. 9d.

PEPPER.—White Sarawak, spot, 3s. 2½d. to 3s. 4d. per lb.; shipment, 3s. 2½d., c.i.f. Black Sarawak, 3s. spot, nominal; shipment, 2s. 9d., c.i.f. Black Malabar, spot, 3s. 4d. per lb.; shipment, 375s. per cwt., c.i.f.

PODOPHYLLUM.—Spot per cwt.: *Emodi*, 230s.; 210s., c.i.f.

QUILLAIA.—For shipment, 135s. per cwt. c.i.f.; spot, 125s.

RHUBARB.—Manufacturing grades offered at from 5s. to 8s. 6d. per lb., other grades at 12s. 6d. and 15s. 6d.

SAFFRON.—Mancha superior, spot, 625s. per lb.; Rio, 600s.

SARSAPARILLA. — Jamaican native red, spot, 3s. 6d. per lb.; shipment, 3s., c.i.f.

SEEDS. — (Per cwt.). ANISE. — Turkish, 205s., duty paid; Spanish, 255s., duty paid. CARAWAY.—Dutch unchanged at 137s. 6d., duty paid. CELERY.—Indian, 172s. 6d., spot; shipment, new-crop for July-August, 150s., c.i.f., old crop quoted at 140s., c.i.f. CORIANDER. — Moroccan steady at 57s., duty paid; shipment, 46s., c.i.f.; Rumanian whole seed unchanged at 52s. 6d., c.i.f. CUMIN.—Firm, Indian 300s.; Moroccan, 350s., duty paid; shipment, Cyprian, 300s., c.i.f.; Indian, 255s., c.i.f., and Moroccan, 255s., c.i.f. DILL.—Indian quoted at 120s., spot; shipment, 90s., c.i.f. FENNEL.—Chinese, 130s., duty paid; shipment, Chinese, 112s. 6d., c.i.f.; Indian, 140s., c.i.f. FENUGREEK.—Moroccan steady and unchanged at 45s., duty paid; shipment, 40s., c.i.f. MUSTARD.—English, 65s. to 85s. according to quality.

SENEGA.—Spot, 19s. per lb.; new crop, July-August shipment, 18s., c.i.f.

SQUILL. — Italian, spot, 180s. per cwt.; shipment, 160s., c.i.f.

TURMERIC. — Madras finger, spot is easier at 120s. per cwt.; shipment quoted at 100s., c.i.f.; afloat, 105s.

WAXES. — (Per cwt.). BEES' — Dar-es-Salaam, 445s.; shipment, 415s.; Sudanese, spot, 400s., in bond; shipment, 385s., c.i.f. CANDELLA, spot, 465s.; forward, 460s. landed. CARNAUBA, fatty grey, spot, 320s.; shipment, 295s., c.i.f.; prime yellow, spot, 660s.; shipment, 595s., c.i.f.

# Essential and Expressed Oils

BERGAMOT.—Spot quotations for best oil are from 105s. per lb.

BIRCH TAR.—Rectified, 3s. per lb.

BOIS DE ROSE. — Brazilian spot, from 16s. 6d.; shipment, 16s. 3d., c.i.f.

BUCHU. — Spot, from 280s. to 360s. per lb.

CADE. — Spanish from 2s. per lb. for drum lots.

CAJUPUT.—Spot from 11s. per lb.

CANANGA.—Spot from 45s. per lb.

CARDAMOM.—English distilled, 450s. per lb.

CASTOR.—Home produced B.P. oil, spot, £127 per ton naked ex mill (2-ton lots).

CELERY SEED. — Quotations are from 120s. per lb. for Indian and 200s. for British.

CITRONELLA. — Ceylon, spot, 5s. 4½d.; shipment, 4s. 11d. per lb., c.i.f.; Formosan and Chinese, 4s. 6d., in bond; shipment, 4s. 5d., c.i.f.

CLOVE.—Madagascar leaf for shipment, 5s. 8d., c.i.f., spot, 6s. 1½d., in bond. Rectified, 10s. Distilled bud-oil, ENGLISH B.P., 26s. per lb. for 1-cwt. lots.

COD-LIVER. — B.P. in 45-gall. drums is 11s. 6d. per gall. including 30s. deposit on drum. Veterinary is from 9s. 6d. per gall. 25-stone lots. Delivered terms.

DILL. — Imported is from 34s. to 39s. per lb., spot.

GERANIUM. — Bourbon, 87s. 6d. to 92s. 6d., spot.

GRAPEFRUIT.—Spot offers from 7s. 6d. per lb.

JUNIPER. — B.P.C. is 32s. 6d. per lb. JUNIPER WOOD, from 6s.

LAVANDIN. — From 25s. to 30s. per lb. as to quality.

LAVENDER. — French from 46s. to 57s. 6d. per lb. as to quality.

LEMON.—Sicilian from 20s. to 28s.

LEMONGRASS. — Spot, 8s. 10½d. per lb.; shipment nominal.

LIME. — West Indian distilled, 65s. per lb. on the spot.

NUTMEG.—East Indian B.P. oil is about 40s. per lb. English distilled, 70s.

ORANGE.—Floridan sweet oil, 4s. 6d. to 5s. 9d. per lb.; Spanish, 16s.

PALMAROSA. — Shipment, 50s. per lb., c.i.f.; spot, 54s.

PATCHOULI. — Penang forward is nominally 62s. 6d. per lb., c.i.f.; spot, 75s.

PEPPERMINT. — *Arvensis*: Chinese for shipment, 10s. 9d., c.i.f., spot, 11s. Brazilian for shipment, 11s. 9d., c.i.f.; spot, 11s. 6d. *Piperita*: Italian, 48s. to 60s., spot. American from 34s. per lb. as to make.

PETITGRAIN. — Paraguay for shipment, 14s. 9d., c.i.f.; spot, 15s. 6d. per lb.

SANDALWOOD. — Mysore, spot, 108s. per lb. East Indian for shipment, 108s. 6d., c.i.f.

THYME.—From 20s. to 25s. 6d. per lb. as to test.

# UNITED STATES REPORT

NEW YORK, JULY 20: CYCLAMATES have been reduced from 85 cents to 72 cents per lb. in truckloads. Brazilian MENTHOL was lowered by 25 cents to \$4.50 per lb. and powdered CAMPHOR fell five cents to 75 cents. LOBELIA HERB was advanced 25 cents to \$1.50 per lb. CELERY SEED OIL rose 30 cents to \$15.25 per lb. and BERGAMOT was higher at \$17.75 per lb., up \$1.25. Lower per lb. among ESSENTIAL OILS were East India SANDALWOOD at \$17.50, down 50 cents, and Ceylon CITRONELLA at 90 cents, down five cents.



## PATENTS

### COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," June 30

2-Phenylamino-4H-5,6-dihydro-1,3-thiazine derivatives, Farbenfabriken Bayer, A.G., 1,001,091.  
 Production of aminoquinolines, Monsanto Chemicals (Australia), Ltd., 1,001,092.  
 Derivatives of 2-amino-4H-5,6-dihydro-1,3-thiazine, Farbenfabriken Bayer, A.G., 1,001,093.  
 Production of N-(3'-hydroxyalkyl)-3,4,5-trimethoxybenzoic acid, Krewel-Leuffen, G.m.b.H., 1,001,094.  
 Hydrone derivatives, G. D. Searle & Co., 1,001,097.  
 Esters containing alkylhydroxy phenyl groups and their use in the stabilisation of organic compounds, J. R. Geigy, A.G., 1,001,098.  
 Process and intermediates for the manufacture of 19-hydroxypregn-4-ene-3, 20-dione, G. D. Searle & Co., 1,001,099.  
 Apparatus for examining plasmas, Associated Electrical Industries, Ltd., 1,001,104.  
 Photographic objective, Voigtländer, A.G., 1,001,108.  
 Production of inorganic compounds containing elements from groups IIb and Vb of the periodic table, Monsanto Co., 1,001,144.  
 Derivatives of ethylenediamine tetracetic acid, Eastman Kodak Co., 1,001,157.  
 Process for the production of galactose oxidase, Miles Laboratories, Inc., 1,001,173.  
 Hair roller, G. Behrens, 1,001,174.  
 Process for the preparation of trialkyl phosphites, Shell Internationale Research Maatschappij, N.V., 1,001,177.  
 Process for the preparation of urea, Stamicarbon, N.V., 1,001,188.  
 Processes for the preparation of a steroid compound, Roussel-Uclaf, 1,001,192.  
 Production of steroid compounds, Roussel-Uclaf, 1,001,193.  
 Des-a-steroids and their preparation, Roussel-Uclaf, 1,001,194.  
 Des-a-steroids and processes for the preparation thereof, Roussel-Uclaf, 1,001,195.  
 Aminated des-a-steroid compounds and processes for the preparation thereof, Roussel-Uclaf, 1,001,196.  
 Steroid compound and its formation, Roussel-Uclaf, 1,001,197.  
 Physiologically active steroid compounds, their preparation and their employment, Roussel-Uclaf, 1,001,198.  
 4-Methyl-3-methyl- $\alpha$ -valerolactone and process for the preparation of (DL)-trans-chrysanthemine acid therefrom, Rhone-Poulenc, S.A., 1,001,200.  
 Process for preparing steroidal compounds, G. D. Searle & Co., 1,001,211.  
 N-aminoalkylpiperidine carboxylic acids, Reilly Tar & Chemical Corporation, 1,001,212.  
 Steroids, Soc. Farmaceutici Italia, 1,001,215.  
 Phosphorus containing derivatives of hexachlorophene, Nederlandsche Combinatie voor Chemische Industrie, N.V., 1,001,229.  
 Pharmaceutical preparations for combating parasitic helminths, Farbwerke Hoechst, A.G., 1,001,314.  
 Process for production of organic monoisocyanates, Farbenfabriken Bayer, A.G., 1,001,330.  
 British patents specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from August 11.  
 From the "Official Journal (Patents)," July 7  
 Yohimbane derivatives, American Cyanamid Co., 1,001,346.  
 Derivatives of nitrofurans, Norwich Pharmacal Co., 1,001,348.  
 Indolyl-phenyl alkenylamines, Koninklijke Pharmaceutische Fabrieken voorheen Brocades-Scheeman & Pharmacia, 1,001,349.  
 Urea bis-(1-methyl-quinolinium) salts, Imperial Chemical Industries, Ltd., 1,001,351.  
 Substituted anthranilic acid esters, Parke, Davis & Co., 1,001,354-355-356.  
 Fertiliser composition, G. E. P. Green, 1,001,406.  
 Treatment of photographic colour developed dye images, Eastman Kodak Co., 1,001,446.  
 Photographic development, Pavele, Ltd., 1,001,476.  
 Phenoxalkyl cephalosporins, Eli Lilly & Co., 1,001,478.  
 Glycerol ethers, Istituto de Angeli, 1,001,479.

Production of carbonyl compounds, Distillers Co., Ltd., 1,001,539.  
 Dropper containers, Abbott Laboratories, 1,001,542.  
 Method and apparatus for producing motion pictures, J. De Montremy and J. V. Dejoux, 1,001,545.  
 Process for the separation of  $\omega$ -Dodecalactam, Inventa, A.G. für Forschung und Patentverwertung, 1,001,547.  
 Process for preparing direct positives, Eastman Kodak Co., 1,001,555.  
 Adjustable viewfinders, Eastman Kodak Co., 1,001,556.  
 Pharmaceutical composition for the treatment of cyanide poisoning, Laboratoires Albert Rolland, 1,001,605.  
 Process for the preparation of valerolactam, canatholactam or dodecylactam, Stamicarbon, N.V., 1,001,609.  
 Method of producing  $\gamma$ -keto-nitriles from  $\alpha,\beta$ -unsaturated ketones, Hibernia-Chemie, G.m.b.H.  
 Combined support and carrier for cine-cameras, Imex Engineering, Ltd. and J. Anderson, 1,001,678.  
 Cure for alopecia and falling hair, J. A. Tiffin, 1,001,681.  
 Process for production of a rabies vaccine, Dow Chemical Co., 1,001,689.  
 Methods of preparing a pressed powder anti-perspirant composition, Kolmar Laboratories, 1,001,690.  
 3-( $\beta$ -Hydroxyethyl)-imino-steroids and methods for their preparation, E. Merck, A.G., 1,001,692.  
 2-Formyl- $\Delta^2$ -17-hydroxy-androstene compounds and process for their production, Syntex, S.A., 1,001,703.  
 British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from August 18.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," July 7

For chemical substances and preparations, all for use in industry and science; chemical substances and preparations, all for use in agriculture, horticulture and forestry; all the aforesaid goods being in capsule form (1)  
 ARMOCAP, 865,788, by Armour & Company, Chicago, Illinois, U.S.A.  
 For fertilisers (1)  
 MEDIFLORA BOOSTA, 866,876, by Medana Pharmaceuticals, Ltd., Bradford, Yorks.  
 For non-medicated toilet preparations and cosmetic preparations, all being for use by men, but not including dentifrices or soaps or any goods of the same description (2)  
 VICTOR PER UOMO, B856,441, by Victor, S.r.l., Milan, Italy.  
 For perfumes, non-medicated toilet preparations, essential oils, cosmetics, hair lotions and mouth washes (being toilet articles, not medicated) (2)  
 GYMKANNA, 864,301, by Les Parfums Jean Dessès, Paris, France.  
 For preparations for the hair (3)  
 SILVER CHECK, B867,354, by Hughes & Price Proprietary, Ltd., Melbourne, Australia.  
 For perfumes, toilet preparations (not medicated), cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), preparations for the hair, and soaps (3)  
 L'OREAL G.S.P., 868,439, by L'Oreal, Paris, France.  
 For soaps, detergents (not for use in industrial or manufacturing processes), cleaning, polishing, scouring and abrasive preparations, none being in liquid form (3)  
 Device with word SOL, B871,027, by Unilever, Ltd., Port Sunlight, Ches.  
 For perfumes, eau-de-Cologne, essential oils; non-medicated toilet preparations and cosmetics, bath oils (not medicated), lipsticks, talcum powder, preparations for the hair and soaps (3)  
 VARIATIONS DE COTY, B872,217, by Coty (England), Ltd., London, W.1.  
 For cosmetic preparations (3)  
 DOLLY, B868,859, by Girl Cosmetics, Ltd., Surbiton, Surrey.  
 For soaps, perfumes, cosmetics, hair lotions, and toilet preparations (non-medicated) (3)  
 RAYETTE O-D, 872,480, by Rayette Beauty

Products, Ltd., Slough, Bucks.  
 For perfumes and non-medicated toilet preparations (3)  
 GREEN ACQUO, 872,552, by Les Parfums Jacques Fath, Bois Colombes (Seine), France.  
 For essential oils (3)  
 PERMA-STABIL, 873,058, by Sunkist Growers, Inc., Los Angeles, California, U.S.A.  
 For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), shampoos, soaps and essential oils (3) and deodorants (5)  
 UNDERCOVER AGENT, 873,378, 873,379, by Sidney Margolis, Ltd., London, S.E.17.  
 For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos for human use and essential oils (3)  
 ENTAL, 873,606, by Pierre Augé, Monaco.  
 For perfumes and eau-de-Cologne (3)  
 HEAT-WAVE, B873,241, by Picot, Ltd., London, W.6.  
 For cosmetics (3)  
 HELBERT, 873,642, by Nu-Tress Laboratories, Inc., North Hollywood, California, U.S.A.  
 For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils, all being goods for sale in the United Kingdom (3)  
 SOUND OF MUSIC, 877,208, SPRING FEVER, 878,279, by Cussons, Sons & Co., Ltd., Manchester, 7.  
 For pharmaceutical preparations (5)  
 AUDINOL, 857,376, by Andreas Evriavid Pap-  
 anicolas, Athens, Greece.  
 For preparations of vitamins for use in medicine and pharmacy, all in capsule or ampoule form (5)  
 BETALIN, 857,766, by Eli Lilly & Co., Ltd., Basingstoke, Hants.  
 For pharmaceutical and medicinal preparations (5)  
 BUCLAMASE, 868,328, by Ryston Co., Mount Vernon, New York, U.S.A.  
 For medicinal, pharmaceutical and veterinary products, all containing carbon compounds (5)  
 KENACARB, 870,901, by E. R. Squibb & Sons, Twickenham, Middlesex.  
 For pharmaceutical preparations and substances for veterinary use (5)  
 OSTERILAN, 871,088, by CIBA, Ltd., Basle, Switzerland.  
 For veterinary vaccine preparations (5)  
 FRAMYL, 871,213, by Crookes Laboratories, Ltd., London, N.W.10.  
 For disinfectants; pharmaceutical and veterinary preparations and substances; all for use by spraying (5)  
 THOMASPRAY, B871,463, by Boehringer Sohn, Ingelheim-on-Rhine, Germany.  
 For pharmaceutical and veterinary preparations and substances, all containing enzymes; sanitary substances; infants' and invalids' foods; and disinfectants (5)  
 METAZYMES, 871,683, by Metazymes, Ltd., London, W.C.1.  
 For pharmaceutical preparations and substances, but not including foods or confectionery (5)  
 SYREX, 872,231, by Boots Pure Drug Co., Ltd., Nottingham.  
 For all goods (5)  
 INFUNESS, 872,498, by A.B. Astra, Apotekarnes Kemiska Fabriker, Södertälje, Sweden.  
 For diuretic preparations being pharmaceutical preparations containing amines or amine derivatives (5)  
 DIRAMIN, 872,748, by Parke, Davis & Co., Detroit, 32, Michigan, U.S.A., and Hounslow, Middlesex.  
 For veterinary preparations (5)  
 TROVET, 872,839, by Abbott Laboratories, North Chicago, Illinois, U.S.A.  
 For veterinary preparations for the treatment of diseases in cattle, pigs and poultry (5)  
 SWIPOUL, 874,730, by Nargo, Ltd., Billingham, Sussex.  
 For pharmaceutical preparations and substances for the treatment of skin conditions for human and veterinary use (5)  
 TRIDECYL, 875,675, by Smith, Miller & Patch, Ltd., London, E.C.1.



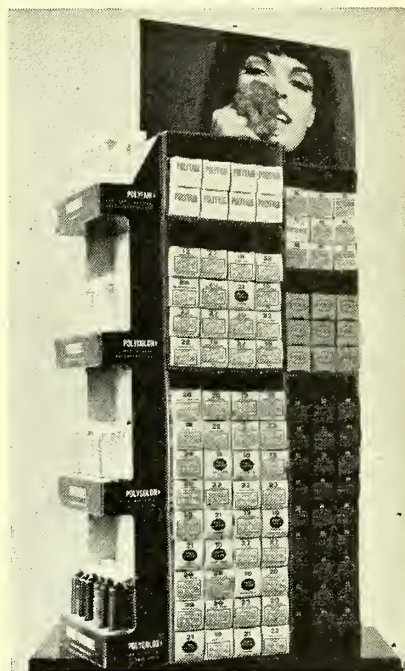
## PRINT AND PUBLICITY

PULLIN PHOTOGRAPHIC, LTD., 11 Aintree Road,  
Perivale, Greenford, Middlesex: "How to  
Sell Nikon" (booklet).

THAMES BOARD MILLS, LTD., Purfleet, Essex:  
"Solid Saving with Solid Fibreboard" (6-p.  
folder).

New Bemax counter stand available to chemists and containing Bemax samples in the new pack design and colours. Manufacturers are Vitamins, Ltd., 23 Upper Mall, London, W.6.

**GEORGE H. WARD CHEMISTS (DULWICH), LTD. (P.C.).** — Capital £100. To acquire the business of a chemist and druggist carried on by George H. Ward, M.P.S., as Richard Colwill, etc. Directors: George H. Ward and Ann T. Ward, R.O.; 46 Lordship Lane, London, S.E.22.



**NEW POLY RANGE DISPENSER.** — An attractive new range dispenser, 23 ins. high and topped with a colourful headboard, has been introduced by the Lambert Chemical Co., Chestnut Avenue, Eastleigh, Hants, for Poly hair preparations. It has been designed to act as a self-service unit for the customer and a hook is incorporated on the side of the unit on which to hang the new shade guide.

NATIONAL PHARMACEUTICAL UNION, Area meeting, Garden House hotel, Little St. Mary's Lane, Cambridge, October 3.



Prescribers Press

What doctors are reading about developments in drugs and treatments

PATIENTS with depressive illnesses benefit from combined antidepressant therapy, according to a report from St. Thomas' Hospital, London. Sixty-two out of eighty-three such patients improved during treatment with either phenelzine and amitriptyline, iproniazid and amitriptyline, nortriptyline and phenelzine, or imipramine (or desipramine) with a monoamine-oxidase inhibitor. All patients had received previous treatments including electroconvulsive therapy, single antidepressants, and psychotherapy. Side effects, similar in frequency to those seen with a single antidepressant, were easily controlled by dosage. However, 52 per cent. of patients showed a weight increase. (*Lancet*, July 17, p. 107.)

GRANULAR deposits were found in the lens in 36 per cent. of patients in seven mental hospitals who had received chlorpromazine in a dose of 300 mgm. or more a day for three years or longer, according to a report from the Institute of Ophthalmology, London. 16 per cent. of the patients had, in addition, similar deposits in the cornea. There was little effect on vision, however. (*Lancet*, July 17, p. 111.)

AMPICILLIN has been found to be a useful antibiotic and well tolerated

of staphylococci. Lincomycin. Suitable for the treatment of staphylococcal infections in patients sensitive to penicillin and in that respect has some advantage over erythromycin.

## CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

- PRISTINAMYCIN. Metabolic investigations on. *Nature*, July 10.
- THE ANTIBIOTIC LINCOMYCIN. Biological half-lives of, observed in repetitive experiments in the same subjects. *Nature*, July 10.
- BRETYLIUM. Anti-arrhythmic action of. *Nature*, July 10.
- PHENOTHIAZINE DERIVATIVES. Sudden death and. *J. Amer. med. Ass.*, June 21.
- SUICIDAL ATTEMPTS. Incidence of, in an urban community. *Brit. med. J.*, July 17.
- ULCERATIVE COLITIS. A controlled therapeutic trial of various diets in. *Brit. med. J.*, July 17.
- AMPICILLIN. Clinical trials with, in typhoid fever and paratyphoid A. *Brit. med. J.*, July 17.
- IMURAN. Combined immunosuppressive action of phytohaemagglutinin and azathioprine on dogs with renal homotransplants. *Brit. med. J.*, July 17.
- FOLIC-ACID ANTAGONISTS in treatment of psoriasis. *Brit. med. J.*, July 17.
- ACETYSALICYLIC ACID, PHENACETIN, PARACETAMOL, and CAFFEINE. Effects of, on renal tubular epithelium. *Lancet*, July 17.
- ISOPRENALINE. Dangerous effects of, in myocardial failure. *Lancet*, July 17.
- COMBINED ANTIDEPRESSANTS. Treatment of depressive illnesses with. *Lancet*, July 17.
- CHLORPROMAZINE. Oculocutaneous effects of. *Lancet*, July 17.
- HEXADECYL ALCOHOL. *Drug and Cosmetic Ind.*, May and June.
- PROLONGED RELEASE DRUGS. Clinical pharmacology of. *Drug and Cosmetic Ind.*, May.
- DANDRUFF: cause and control. *Drug and Cosmetic Ind.*, May.
- RESIDUAL PESTICIDE for fly control. *Soap and Chem. Specialties*, June.

## COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

PRODUCT	Period August 1-7													
	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
4711 ...	2/30	1/15	1/15	2/30	2/30	2/30	1/15	3/45	1/15	—	—	—	—	—
Alka-Seltzer ...	8/171	6/134	6/134	6/111	5/150	8/171	8/194	3/120	8/171	6/134	8/171	5/104	5/81	5/104
Anadin ...	3/90	8/204	5/150	1/30	8/148	4/120	2/60	3/90	4/120	1/30	2/60	7/210	—	1/30
Andrews liver salt ...	—	1/15	—	—	—	—	—	—	—	—	—	—	—	—
Arrid Supreme roll-on ...	—	—	2/60	—	—	—	—	—	—	—	—	—	—	—
Askit powders ...	—	—	—	12/84	—	—	—	—	—	—	3/21	4/28	—	—
Aspro ...	7/49	7/49	7/49	7/49	7/49	7/49	7/49	7/49	7/49	7/49	7/49	7/49	—	7/49
Berners Bodyfresh ...	—	—	—	—	5/150	—	—	—	—	—	—	—	—	—
Bisodol ...	—	4/28	—	5/35	—	—	—	—	—	—	—	3/21	—	—
Bunty baby products ...	—	—	—	—	—	—	—	—	2/30	—	—	—	—	—
Clinic shampoo ...	2/60	2/60	7/210	5/150	4/120	2/60	6/180	2/60	4/120	2/60	3/90	2/60	—	7/210
Dettol ...	—	—	—	3/21	—	3/21	—	—	—	—	—	—	—	—
Freezone ...	1/30	3/67	2/60	—	—	—	—	—	—	—	—	—	—	—
Go deodorant ...	—	—	—	—	—	—	—	—	—	—	—	—	—	3/60
Goddess hair spray ...	—	—	—	—	—	2/60	—	—	—	—	—	—	—	—
Immac ...	3/90	3/90	3/90	2/60	3/44	2/60	2/60	2/60	2/60	1/30	2/60	2/60	—	2/60
Imperial Leather ...	—	3/90	3/90	3/90	3/90	3/90	2/60	3/90	2/60	3/90	3/90	—	—	—
Lemon Nulon ...	—	—	—	—	—	—	—	2/60	—	—	—	—	—	—
Loxene shampoo ...	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	1/30	—	—
Milk of Magnesia ...	2/60	1/30	2/60	3/90	3/90	4/120	3/90	4/120	3/90	3/90	1/30	3/90	—	2/60
Model Nail ...	—	4/36	—	—	—	—	—	—	—	—	—	—	—	—
Moorland tablets ...	—	3/37	—	—	—	—	—	4/60	—	—	—	1/7	—	—
Mum Rollette ...	1/15	2/30	2/30	1/15	1/15	2/30	4/75	1/15	2/30	1/15	—	3/45	—	—
Nair ...	—	2/60	2/60	—	2/60	2/60	—	—	—	—	—	—	2/60	—
Right Guard ...	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	—	—
Rinstead pastilles ...	—	—	—	—	2/30	—	—	—	—	—	—	—	—	2/60
Silver Gillette blades ...	5/150	4/120	4/120	6/180	4/120	5/150	4/120	4/120	4/120	4/120	4/120	4/120	—	—
S.R. tooth-paste ...	4/120	3/90	4/120	5/150	4/120	3/90	4/120	3/90	3/90	6/180	2/60	4/120	—	3/90
Steradent ...	1/30	2/60	2/60	1/30	4/120	—	3/90	1/30	—	1/30	—	1/30	—	1/30
Stera-fix ...	—	2/30	—	—	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap ...	1/15	—	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15	1/15	—	—	—



# cumulative price changes

# AMENDING C & D QUARTERLY PRICE LIST FOR JUNE 1965

	(976 P5 & T)					
odorant spray	51	9	12	11	7	6
ir cream	51	9	12	11	7	6
uid shampoo	51	9	12	11	7	6
aving lather	51	9	12	11	7	6
(1113 S&B)						
u de Cologne						
original shape	No. 11	401 2	100 3½	58	6	
	No. 812	288 0	72 0	42	0	
	No. 9119	185 2	46 3¼	27	0	
	No. 815	*120 0	30 0	17	6	
	No. 816	65 2	16 3¼	9	6	
	No. 15W	133 9	33 5	19	6	
	No. 16V	78 10	19 8½	11	6	
trial size	No. 828	25 9	6 5	3	9	
watch shape	No. 843	37 9	9 5	5	6	
wicker	No. 1	651 5	162 10	95	0	
	No. 2	360 0	90 0	52	6	
	No. 3	202 3	50 7	29	6	
flat shape in carton	No. 127/T	- 51 5	12 10	7	6	
flat shape in wicker	No. 127/W	56 7	14 2	8	3	
decanter	No. 554	219 5	54 10	32	0	
spray set	No. 782	121 9	30 5	17	9	
th cubes	No. 9115/8	30 10	7 8½	4	6	
nd cream	No. 9107	18 10	4 8½	2	9	
	No. 9106	30 10	7 8½	4	6	
utt creme tube	No. 905/12	12 0	3 0	1	9	
	No. 9105/9111	20 7	5 2	3	0	
lar	No. 9110/13	37 9	9 5	5	6	
p (3) bid Cologne	No. 8859	61 9	15 5	9	0	
cum	No. 1100	34 3	8 7	5	0	
e (821 McGlashan)	No. 5316	27 5	6 10	4	0	
dend single	—	36 0	9 0	5	—	
	(1 gross)	—	(1 gross)	—	—	
double	—	54 0	13 6	7	—	
	(1 gross)	—	(1 gross)	—	—	
le (117 BPL)	6 17	8ea	4 5ea	30	11	
lis 250 mgm	—	—	—	—	—	
pid (436 Evans) fs†	—	—	—	—	—	
ulin 40 units/ml	43	11	—	4	10	
10mls	—	—	—	—	—	
80 units/ml	84	9	—	9	5	
10mls	10	6ea	—	15	0	
(520 Gnome)	—	—	—	—	—	
neras 35mm	—	—	—	263	7	
Golf IA rapid	—	—	—	38	4	
case	—	—	—	552	0	
Golf IIA	—	—	—	65	1	
case	—	—	—	—	—	
aline (109I Rybar)	—	—	—	—	—	
ection BP1963	—	—	—	—	—	
colour (16 Agfa)	—	—	—	—	—	
egative film CN17 universal	—	—	—	—	—	
35mm standard cassette	—	—	—	—	—	
12 exp	—	—	—	6	3	
20 exp	—	—	—	7	9	
Rapid cassette	—	—	—	6	9	
ll film	127, 120, 620	—	—	6	6	
sisting CN17 film	—	—	—	—	—	
nycin GU (1263 Upjohn)+ts4B TS	30 41 7ea	—	—	—	—	
flets	100 135 0ea	—	—	—	—	
dine (912 O)	50 51 0	13 0	—	—	—	
erettes	100 73 0	18 0	—	—	—	
	500 15 5ea	3 10ea	—	—	—	
	1000 29 7ea	7 5ea	—	—	—	
yctosal	100 70 0	17 0	—	—	—	
	500 18 1lea	4 9ea	—	—	—	
	1000 36 6ea	9 1ea	—	—	—	

	guaiacium & sulphur	100	64	0	16	0	—
		500	15	3ea	3	10ea	—
		1000	30	3ea	7	7ea	—
D	<b>Amesec (413 Lilly)</b>	25					
	Enseals						
	<b>Amokole (781 Lusty)</b>	50	21	0	5	3	3
	tablets	125	48	0	12	0	7
	<b>Amytal (413 Lilly)</b>						
D	tablets 200 mgm	5000					
D	and acetylsalicylic acid Pulvules	40 & 5000					
D	and aminophylline Pulvules	40 & 5000					
D	and belladonna	1000					
	<b>Anaesthetic ether (394 DF)</b>						
	<b>Anaprel (1123 5LL)</b>						
	(distributors 1556 Farillon)						
	<b>Andrex (153 B5C)</b>						
	toilet tissue						
	single	34	5		—		—
		(3 doz)					
	double	32	0		—		—
		(1½ doz)					
	<b>Angel Face (256 CPL)</b>						
	mascara compact	14	0		3	4	1
D	eye shadow stick						
D	face powder						
	<b>Antidol (757 Lewis)</b>						
	tablets 0.5 gm	20	32	0	—		4
		100	148	0	—		18
		500	700	0	—		87
	<b>Antilope (Weil (960 ADP)</b>						
	foam bath	16	0ea		3	11ea	30
	parfum de toilette						
	2oz	21	0ea		5	1½ea	37
	4oz	31	6ea		7	8ea	56
	8oz	50	0ea		12	2ea	91
	diffusette	2oz	23	6ea	5	9ea	42
		3½oz	33	9ea	8	3ea	59
	<b>Secret de Venus bath oil</b>						
	bobines	12	66	0ea	16	1ea	120
		1	5	6ea	1	4ea	10
		½oz	15	3ea	3	9ea	27
		½oz	26	0ea	6	4ea	46
		1oz	46	9ea	11	5ea	82
		2oz	84	6ea	20	7ea	147
		4oz	158	6ea	38	8ea	277
	<b>A.P.P. (291 Consolidated)</b>						
	stomach powder	100 gm	60	0	15	0	—
	tablets	50	45	0	11	0	—
		250	15	0ea	3	9ea	—
	<b>Apsin VK (1432 APSL)</b>						
	tablets 125 mgm	100	18	3ea	—		—
		250	44	6ea	—		—
		500	88	6ea	—		—
		1000	176	0ea	—		—
	250 mgm	100	35	6ea	—		—
		250	88	0ea	—		—
		500	175	6ea	—		—
		1000	350	0ea	—		—
	<b>Apyrogen (34 A &amp; H)</b>						
	ampoules						
	2 mils	5	22	0	—		2
		100	26	0ea	—		39
	5 mils	5	26	0	—		3
		100	31	0ea	—		46
	10 mils	5	48	0	—		6
		100	55	0ea	—		82
	<b>Aquacell (1553 Contacsol)</b>						
	contact lens carrying case						
D	<b>Aqua-Net (1092 Saga)</b>						
	existing entry						
	<b>Aqua-Net (1524 Chembro)</b>						
	hair spray						
	aerosol	6½oz	38	0	9	6	5
		13oz	61	3	15	4	8
		18oz	76	6	19	1	10
	sachet refill	12	0		3	0	1
	<b>Ardena (60 Arden)</b>						
	traveller II case	956.00	—		—		30
	<b>Arrid (235 Carteret)</b>						
	Supreme aerosol	60	0		15	0	7
	<b>Arrowmint (1223 TWC)</b>						
	chewing gum	6	7½		11½		
		(40 pkts)			(40 pkts)		

<b>Asahi Pentax (1027 Rank)</b>						
camera 35 mm						
55 mm f2 lens						
Slia	—		—		1590	0
55 mm f1.8 lens						0
5V	—		—		2200	0
case	—		—		97	8
<b>Asilone (117 BPL)</b>						
paediatric						
sachets (25)	4	6ea		1 1/2ea	7	10 1/2
<b>Astral (333 Cupal)</b>						
air freshener aerosols						
apple blossom						
6oz	34	6		—		—
apple blossom						
8oz	38	4		—		3 1/1
bouquet	12oz	55	0	—		5 6
Caribbean night						
6oz	34	6		—		—
magnolia						
blossom	8oz	38	4	—		3 1/1
rose petal	6oz	34	6	—		—
8oz	38	4	—	—		3 1/1
bubble pack blocks						
forest pine						
<b>Astral (509 Gibbs)</b>						
soap toilet	10	4		2 7		1 3
bath	15	2		3 9 1/2		1 10
<b>Athlex (451 F&amp;J)</b>						
medicated pads						
(30)	30	10		7 8 1/2		4 6
<b>Atomol (34 A &amp; H)</b>						
nasal spray	30	0		—		3 9
<b>Atriox (1164 SSL)</b>						
hand care tin	409	106	2	26 0		15 6
<b>Atropine sulphate (413 Lilly)</b> ophthalmic ointment						
<b>Ayrton (78 A5&amp;Co.)</b>						
cream of calamine						
with benzocaine						
4oz	18	0		4 6		2 6
honey (clear or						
set)	1lb.	21	0	—		2 3
	1lb.	35	0	—		3 9
<b>Sundries</b>						
bathroom scales						
"Prestige"	31	0ea		3 0ea		49 6
<b>Baby Life (1499 BLP)</b>						
baby squares						
muslin						
(12) 24 x 24in	18	6ea		—		24 9
(6)	9	6ea		—		12 1/1
terry popular						
(12) 24 x 24in	23	6ea		—		30 9
(6)	12	6ea		—		16 0
standard (12)	30	3ea		—		40 6
(6)	15	6ea		—		21 0
baby teats	5	6		—		8
<b>Babytown (1554 BL)</b>						
fluffy puffs	10	11				1 4
muslin squares						
24 x 24in (12)	20	4ea				27 1
28 x 28in (12)	25	4ea				33 9
30 x 30in (12)	30	4ea				40 5
terry squares						
24 x 24in (12)	31	2ea				41 7
<b>Band-Aid (672 Johnson)</b>						
strip dressing						
2 1/2 x 6in	4	3		—		6
<b>Band-Box (67 Ashe)</b>						
Kiss Curl	44	0		11 0		6 6
<b>Bell &amp; Howell (1027 Rank)</b>						
ciné camera 8mm						
Autoset 11	390	—				399 0
<b>Belze (1108B) tablets</b>						
<b>Betadine (117 BPL)</b> antiseptic solution						
aerosol spray						
100 mls	17	8ea		4 5ea		30 11
<b>Betalin Complex (413 Lilly)</b>						
<b>Betnesol-N (518 Glaxo)</b>						
nasal spray 15mls						
<b>Bi-Citrol (1336 WJ&amp;C)</b>						
granules	80	0		20 0		11 8
<b>Bien-etre (1 Abbey)</b>						
splash Cologne						
1/2 litre	51	0		12 9		7 6
1/2 litre	84	0		21 0		12 6
1/2 litre	132	0		33 0		19 6
1 litre	18	8ea		4 8ea		32 6

the original half-volume, ideally balanced, TRIPLE ANTIGEN

# TRIVAX

## \* DIPHTHERIA

## \* TETANUS

## \* WHOOPING COUGH



BURROUGHS WELLCOME & CO. (*The Wellcome Foundation Ltd.*) LONDON



[illegible]



Envol (726 Lancome)					No. premium				
eaux parfumees	6431	—	40	0	new style	7	14	3	8
	6432	—	68	0	medium	6	12	3	3
	6433	—	84	0	large	4	12	3	3
					ex. large	3	12	3	3
perfume					hair brush	12	4	3	1
gold-and-white decor					plastic ladies	20	6	5	1
debutante	64129	—	45	0	nail brush	20	6	5	1
handbag					soap boxes				
size	6419	—	45	0	medium	8	6	2	1
1oz	6418	—	52	6	large	10	6	2	7
1oz	6411	—	84	0	Famel (690 Keldon)				
1oz	6412	—	135	0	pastilles children's	17	0	4	3
2oz	6413	—	240	0	Femergerin (1098 Sandoz) †s48				
3oz	6414	—	360	0	Ferfollic (17 Agprolin)				
perfume					tablets	100	6	0ea	—
atomiser	6407	—	67	6		250	14	0ea	—
refill	6409	—	45	0		500	26	0ea	—
skin perfume						1000	50	0ea	—
atomiser	6497	—	115	6	D Feroglucite with folic acid (17 Agprolin)				
refill	6498	—	63	0	D Ferrania (1017 Pullin)				
Ephrelux (436 Evans)†					Ferrania (1500 MM&M)				
elixir	1 litre 22	0ea	—	—	cine film 8mm				
40oz					reversal 25ft.	—	—	—	12
Ephretuss (436 Evans)†					16mm 30metres	—	—	—	40
syrup	1 litre 21	6ea	—	—	pancrol film				
40oz					35mm cassette				
Epragen (413 Lilly) Pulvules					(36 exp.)	—	—	—	7
Ergoapiol (261 Christy) †s48					reload	—	—	—	4
Ergodryl (938 PD) †s48					roll film, 127,				
Ergometrine (179 8DH) †s48					120, 620	—	—	—	3
Ergo-Rondase (436 Evans) †s48					D Ferraniacolor (1017 Pullin)				
Ergotrate (413 Lilly) †s48					Ferraniacolor (1500 MM&M)				
Esobactulin (1166 Southon)					cine film 8mm				
(distributors 430 Eucryl)					reversal 25ft.	—	—	—	29
double pack					16mm 30 metres	—	—	—	80
Ethyl chloride (394DF) all sizes					35mm film cassette				
Eucryl (430 Eucryl)					(36 exp.)	—	—	—	19
denture powder	10 4	2 7	1 5		reload	—	—	—	16
	14 8	3 8	2 0		(20 exp.)	—	—	—	14
tooth powder	10 4	2 7	1 5		reload	—	—	—	11
	15 8	3 11	2 2		roll film 127	—	—	—	10
smokers	16 10	4 2½	2 4		120, 620	—	—	—	10
Evanol (432 Evanol)					Dia 28 film				
brighteners†					35mm cassette				
1oz	24 0	6 0	3 6		(36 exp.)	—	—	—	36
2oz	40 0	10 0	5 10		(20 exp.)	—	—	—	25
10oz	12 0ea	3 0ea	21 0		Rapid cassette	—	—	—	17
20oz	21 0ea	5 3ea	36 9		roll film 127	—	—	—	18
hair dye					120, 620	—	—	—	22
remover	2oz 40	0	10 0	5 10	cut sheets				
oil-bleach	2oz 24	0	6 0	3 6	5 x 4in 10	—	—	—	87
Simplex hair					D Ferro-Betalin (413 Lilly) tablets				
dyes†	31 0	7 9	4 6		Ferrocap (291 Consolidated)				
Evans (436 Evans)					capsules	20 5	3ea	—	—
throat pastilles 2oz	16 0	4 0	2 4			200 45	0ea	—	—
Evaset (437 EVV)					cosmetic				
setting lotion	12 0	3 0	2 6		sponge	29 0	7 3	4 3	
Executive (845 GM) electric shavers					Ferrol (573 JH)†				
Eminent	80 0ea	19 3ea	126 0		D Feu Rouge (317 C5) entire entry				
Oxford Ladies	44 0ea	10 8ea	69 6		Fields (462 Field)				
Express (1036 R8&C)					French Flowers				
powders and tablets					D Cologne spray, dusting powder, perfume				
8 powders or					spray, shampoo				
16 tablets	15 10	3 11½	2 3		French Pink				
22 powders	40 3	10 1	5 5		D dusting powder, shampoo				
66 powders	9 5½ea	2 4½ea	3½		French Moss				
Eye Clear (1553 Contactasol)					D Cologne spray, dusting powder, perfume				
eye drops	25cc 48	0	6 0		spray, shampoo				
Eyesothe (1553 Contactasol)					D Fleches (726 Lancome)				
eye lotion	120cc 44	0	5 6		D Fleches d'Or (726 Lancome) existing entries				
Eylure (443 Eylure)					Fleches d'Or (726 Lancome)				
eyeliner brush					eaux parfumees	6531	—	40	0
contour	36 0	9 0	5 3			6532	—	68	0
face powder brush	15 4	3 10	2 3			6533	—	84	0
glideline lipbrush	51 4	12 10	7 6		perfume				
lipbrush	39 4	9 10	5 9		gold-and-white decor				
liqua-liner	37 8	9 5	5 6		debutante	65129	—	45	0
remover	30 8	7 8	4 6		handbag size	6519	—	45	0
Nalifix remover	28 0	—	3 6		1oz	6518	—	52	6
oily nail polish					1oz	6511	—	84	0
remover	27 4	6 10	4 0		1oz	6512	—	135	0
standing eyeliner					2oz	6513	—	240	0
brush	29 0	7 3	4 3		3oz	6514	—	260	0
Erda					Fli-Flap (Cadoricin)(386 Douek)				
professional					shampoo sachet	7 4	1 10	1 1	
D Fabulo (554 Haetam) existing entries					single bottle	31 0	7 9	4 6	
Fabulo (554 Haetam)					double bottle	48 0	12 0	7 0	
combs nylon					tube	31 0	7 9	4 6	
dressing 8in	0	2 0	—		Forhans (1151 F&J)				
pocket 5in	5 0	1 3	—		tooth-paste	14 10	3 8½	2 1	
5¼in	5 6	1 4½	—			21 5	5 4½	3 0	
tail 8½in ordinary	7 6	1 10½	—		Fraicheur (Weil (960 ADP))				
8½in with ball points	7 6	1 10½	—		foam bath				30
7½in double sided	7 6	1 10½	—		D Franol Expect (97 Bayer)†s4A				
combs styling					150 mills	56 0	14 0	7	
all purpose	6 8	1 8	1 0		140 mills				
brush & tail	6 0	1 6	1 1		Frazone (731 Langford)				
combined mirror,					bath salts large	—	—	2	6
brush & tail	8 0	2 0	1 4		Freescabel (726 Lancome)				
hair rollers					cream	223	—	27	6
bouffant	6doz. 9	0ea	2 3ea	2 9	tube	223T	—	39	6
No. 0	12 14	8 3	2 3	doz.	Fresh Ups (1372 CCL)				
No. 00	10 14	8 3	2 3		100 28	0	—	3	6
No. 1	8 14	8 3	2 3		300 70	0	—	8	9
No. 2	6 14	8 3	2 3		Frozocone (365 Demuth)				
No. 3	4 14	8 3	2 3		(distributors 1054 R&A)				
No. 2/T	6 14	8 3	2 3			32 6	8 1½	4	9
No. 4/T	3 14	8 3	2 3		FrozoLavender (365 Demuth)				
					(distributors 1054 R&A)				
						32 6	8 1½	4	9



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lacquer removing sachet 43 7 10 11 6 (1 gross) (1 gross) 18 2 4 7 2 6	Oil of the Night (358 D&S) (home) 20oz 116 4 34 0 17 0 (vet.) 20oz 116 4 34 0 17 0	D	Pomp (365 Demuth (distributor 1045 R&A)) Ponderax (1123 SLL) (distributors 785 Macarthy) (distributors 1156 Farillon)
Step Up inocineamin (413 Lilly) Pulvules 100 mgm all sizes 200 mgm 40 & 5000	Oilbas (65 Ashley) oil 108 0 20 0 12 0 pocket inhaler 66 0 12 0 7 0		Ponds (256 CPL) talcum Dream- flower 78 gm 20 5 4 11 2 3 economy 220 gm 28 6 6 9 3 11
and Amytal Pulvules "A" 40 & 5000 Norland (234 Cartwright) indigestion biscuits 6oz 25 0 — 2 9	Old Spice (1131 Shulton) aerosol deodorant 3872 62 0 15 1 9 6 hair cream tube 3042 31 0 7 7 4 9		Portia (1160 Solport) actinotherapy goggles child 16 0 — 2 0 adult 20 0 — 2 6
health and liver salts 6oz 20 0 5 0 2 9	Opas (1335 Wigglesworth) powder 8 3 1 11 1 4 14 3 3 4 2 3 24 0 5 6 3 6		Portyn (938 PD) Templets pumice stone 6 0 1 6 10 1 sponge bag plastic 12 0 3 0 1 9
Morny (862 Morny) bath salt tablets 12 451 — — 7 6	tablets 10 0 2 4 1 6 16 9 3 10 2 6 24 6 5 7 3 9		Prakti (1136 Silber) camera 35mm case — — 644 7 — — 63 0
perfume flaskette 132 — — 5 6 133 — — 9 6	Orgraine (917 Organon) ts4B Owbridges (925 Owbridge) lung tonic 20 0 5 0 2 9 34 4 8 7 4 9		Praktica (1136 Silber) existing entries Praktica (1136 Silber) camera VF body only — — 624 2 VFB — — 773 5 body only — — 79 6
pursette 133 — — 4 6 soap toilet (3) 520 — — 7 6 bath (3) 511 — — 5 0	new formula 21 0 5 3 2 11 36 8 9 2 5 1 7 8 1 11 1 1		Predsol (S18 Glaxo) injection 1 mil & 6 x 1 mil
ointment 1oz 35 0 8 9 5 0	Oxymycin (1515 CD) TS syrup 2oz 6 9ea — — 16oz 52 0ea — —		Pregnivate (1285 Vitamins) tablets forte (F) 60 106 0 — 13 3 500 42 0ea — 63 0
—Cron (657 IL) tablets ts7 cinium (1336 WJ&C) tablets 52 0 13 0 6 10	tablets/ capsules 100 104 6ea — — 250 259 0ea — — 500 515 0ea — — 1000 1020 0ea — —		Preparation "H" (655 ICC) ointment 34 0 8 6 4 6
ulti-Rex (1136 Silber) exposure meter and case — — 338 0	Pal (667 JCL) camera M4 JBI		D Prestige (317 CS) entire entry Procol (835 M&J)† Spansule capsules 8 45 0 — 5 0
urphy (871 MCC) bordeaux powder 1lb 28 0 — 3 6 1lb 48 0 — 6 0	D Panok (142 BML) tablets 18 18 0 — 2 3 12 — — —		D Profol (1013 Promedico) Profol (1560 JSPD) Progesterol (917 Organon) ts4B tablets 5 mgm 25 3 6ea — 5 3 100 12 1ea — 18 2 500 56 0ea — 84 0
nicotine dust 3% 1lb 28 0 — 3 6 2lb 80 0 — 10 0	D Paracodol (1530 Fisons)† tablets 100 14 6ea — —		25 mgm 25 6 0ea — 9 0 100 20 7ea — 30 11 500 93 4ea — 140 0
sodium chlorate 1lb 30 0 — 3 9 2lb 56 0 — 7 0	D Parpanit (501 Geigy) tablets† fortts4B		25 mgm 25 12 4ea — 18 6 100 45 0ea — 67 6 500 220 0ea — 330 0
cardiol (97 Bayer) tablets 100 49 0 — 6 2 1000 28 2ea — 42 3 5000 125 0ea — 187 6	Pedelene (974 Pedelene) antiseptic solvent 16 8 4 4 2 6		Prominal (97 Bayer) ts1s4a tablets gr 1 100 38 0 — 4 9 gr 1 100 50 0 — 6 3 gr 3 100 108 0 — 13 6
ndex (S18 Glaxo) tablets 50mgm 25 25mgm 25	Penbritin (1393 BRL) TS syrup forte 60 mils 26 0ea — 39 0		D Promol (1013 Promedico) Promol (1560 JSPD) Propamidine (971 PSMB) ophthalmic solution
o-Femargin (1098 Sandoz) ts4B o-Naclex (S18 Glaxo) tablets 2.5mgm 25 5mgm 25	Penicillin-V (1490 IAPS) TS Comprimettes 125mgm 100 24 6ea — — 200 47 6ea — — 500 116 6ea — — 250mgm 50 25 0ea — — 100 48 6ea — — 250 117 6ea — —		D Pyrex (1508 Jobling) baby set 118 0 17 0 15 4 feeding bottle 4oz 15 4 — 1 11 Box 17 4 — 2 2 measuring jug 1pt 41 3 4 0 5 6 1pt 54 9 5 0 7 3
phril-R (969 Pfizer) tablets stle (451 F&J) Natural Net 16oz 45 4 16 4 9 6 Colotone 52cc 26 0 6 6 3 9	Penicillin V-Sulpha (413 Lilly) tablets 1000		Quicklee (451 F&J) Baby Quik cream pads 22 4 5 7 3 3
ulacil (971 PSMB) ts4b solution for injection 1 mil 10 12 6ea 3 1 1/2 22 10 1/2	D Pentax (1027 Rank) D Penti (1136 Silber) existing entries D Pantl (1136 Silber) camera 11 auto — — 159 6 — — 239 6 — — 19 9		Raphael (386 Douek) Cologne for men 2oz 13 8ea 3 5ea 25 0 4oz 24 0ea 6 0ea 43 0 8oz 40 6ea 10 1 1/2ea 75 0
syrup 2.5 mgm /5 mils 125 mils 4 8ea 1 2ea 8 2 forte 10 mgm /5 mils 125 mils 12 6ea 3 1 1/2ea 22 10 1/2	Personality (31 AP (distributors 1054 R&A)) turtle oil bath soap 17 8 4 5 2 6 toilet 10 8 2 8 1 6		Rapitard (436 Evans) ts7 insulin 40 units/ml 10 mils 41 6 — 6 10 80 units/ml 10 mils 117 0 — 13 0
tablets 2.5 mgm 10 mgm 50 5 0ea 1 3ea 8 9 500 43 4ea 10 10ea 75 10 500 13 4ea 3 4ea 23 4 500 116 8ea 29 2ea 204 2	Petal (IS3 BSC) toilet tissue 2 roll 22 5 — — (1 1/2 doz)		Rational Diet (1536 RDP) SeaGreen tablets 100 44 0 — 5 0 300 118 0 — 13 6
ulactin (971 PSMB) ts4b syrup 1 litre 32 8ea 8 2ea 57 2 forte 1 litre 88 0ea 22 0ea 154 0	Phenoda (179 BDH) solution 3oz 18 6 4 7 1/2 2 9 10oz 27 9 6 11 1/2 4 0		Rayglo (333 Cupal) chronic catarrh syrup 3 oz iodised lozenges killpain liniment
utradonna (187 BS) ts7 powder 25gm 19 0 — 2 4 100gm 55 0 — 4 11 60 53 0 — 6 8	Phisoex (97 Bayer) 150 mils 7 4ea 1 10ea 12 10 5 litres 104 0ea 26 0ea 182 0		Raywarp (1033 Raywarp) hair bands and headliners Bouffant 52 6 5 2 6 11 Capuchino 52 6 5 2 6 11 Easi Dri 44 9 4 4 5 11 Flora Cap 52 6 5 2 6 11 Gipsy Bandeau 44 9 4 4 5 11 Glamour Band 29 8 2 11 3 11 Koolie 44 9 4 4 5 11
utradonna Sed (187 BS) ts1s4a tablets 60 56 0 — 7 0	Phospholine Iodide (802 MS)† vial 3 mgm 18 8ea — 28 0 6-25 mgm 20 8ea — 31 0 12-5 mgm 23 8ea — 35 6		Reade (1036 RB&C) Indian cerate 8 11 2 3 1 3 17 9 4 5 2 6
egeloh (580 DH&Co) nail clippers N4/S 108 0 — 13 6	Pinaud (984 Pinaud) (distributors 451 F&J) lipstick slimline 37 8 9 5		Red Ring (333 Cupal) diarrhoea mixture nursery 3oz 15 5 3 5 2 3
tweezers assorted N3/Ass 30 9 7 8 4 6 pointed N3/P 30 9 7 8 4 6 straight N3/S 30 9 7 8 4 6 oblique N3/A 30 9 7 8 4 6	P.K. (1223 TVC) chewing gum 6 7 1/2 11 1/2 3 (40 pkts) (40 pkts)		Red Rosea (1355 Yardley) cologne 1185 81 0 20 3 11 10
kini (1073 Robinson) sanitary garment pink pads 66 0 6 7 7 11 15 0 — 1 8	Plaisir (Raphael) (386 Douek) bath oil 1oz 16 4ea 4 1ea 30 0 1oz 11 4ea 2 10ea 21 0 2oz 19 6ea 4 10 1/2ea 36 0 4oz 33 6ea 8 4 1/2ea 63 0 atomiser 27 0ea 6 9ea 50 0 perfume 1oz 10 6ea 2 7 1/2ea 19 6 1oz 19 0ea 4 9ea 35 0 atomiser 1oz 28 6ea 7 1 1/2ea 52 6 refill 20 8ea 5 2ea 38 0 de luxe 1oz 41 0ea 10 3ea 75 0 1oz 62 6ea 15 7 1/2ea 115 0 2oz 114 0ea 28 6ea 210 0 3oz 15 2ea 3 9 1/2ea 27 0		D Red Star (177 BDS) Regula (980 Photopia) camera Rapid SE R61 — — 439 9 flash unit variant L R21 — — 303 9
ola (667 JCL) tripods vea (1164 SSL) creme tube 364 14 4 3 6 2 1 jar 384 48 0 11 9 7 0 366 36 0 8 10 5 3 family pack 370a 89 1 21 10 13 0 shaving cream 280 19 11 4 10 2 11	Plaquenil (97 Bayer) tablets 100 45 0ea — 67 6 500 215 0ea — 322 6 combi-pack 25 3ea — —		
maze AH (1530 Fisons) —Met (1414 Strange) hair wavers and curlers 13 4 3 4 2 0	Pliison (386 Douek) all shaving brushes P.M.T. (1372 CCL) pot chair 25 0ea — 37 6		
ri (1407 Jaccax) midget travelling douche 28 0ea — 42 0	D Pomeroy (563 Hampshire) entire entry		
arse Harvey's (S78 Harvey) gripe mixture 21 0 5 3 2 10			
all retail prices should be bold type.			
seals (413 Lilly) aspirin 5000			
ferrous sulphate gr 5 all sizes			
sodium chloride all sizes			



[illegible]



milk coffees, mint & butters blackcurrant sticks	10 10½	1 4½	1 3	D	Union Jack (IS22 UJPC) corn paste	6 6	1 8	1 0	Wrigley's Spearmint (1223 TWC) chewing gum	6 7½	11½	Yates (752 Lenton) support socks for men pr. 12 6ea — 18 9 Springtime support hose seamed or seamless pr. 19 8ea — 29 6
	15 10 (6 doz)	2 2 (6 doz)	4		Urolucosil (1310 WW) tablets 25	14 0	3 6	2 0		(20 pkts)	(20 pkts)	
Dog (1175 SPL)	handy 36 8	—	11½		Uromide (291 Consolidated) †s4B tablets 25 7 1ea	1 9½ea	—					
	large 32 8	—	1 8½		Ucella (1414 5trange) hair wavers and curlers	13 4	3 4	2 0				
mist (1157 S) r fresher	27 0	—	2 11		Valium (1704 Roche) syrup 2mgm/5mils							
note (1157 S) hampoo					Valmidate (413 Lilly) tablets 0.5gm 25 & 1000							
lacquer					Vaseline (256 CPL) hair cream jar 29 1	7 3	2 6					
removing	4 0	1 0	7		(2 doz)	(2 doz)						
ca (1113 S&B)					jar 43 8	10 11	3 0					
au de Cologne					(2 doz)	(2 doz)						
	1248 18 10	4 8½	2 9		dispenser refill 32 9	8 2	4 6					
carton	1217 41 2	10 3½	6 0		hair tonic 36 5	9 1	2 6					
	1216 72 0	18 0	10 6		(2 doz)	(2 doz)						
	1215 120 0	30 0	17 6		petroleum jelly	27 4	6 10	3 9				
	2887/T 51 5	12 10	7 6		yellow jar 18 9	4 8	2 6					
aerosol	1185 121 9	30 5	17 9		white 20 8	5 2	2 9					
perfume	9100 37 9	9 5	5 6		37 6	9 4½	5 0					
	3006 78 10	19 8½	11 6		shampoo cream							
	3005 150 10	37 8½	22 0		sachet 16 5	4 2	9					
	9114 39 5	9 10	5 9		medicated sachet 16 5	4 2	9					
olid Cologne	9114 39 5	9 10	5 9		Vastarel (1123 SLL) (distributors 785 Macarthy) (distributors IS56 Farillon)							
le's (179 BDH) †	3oz 13 9	3 5½	2 0		V-Cil-K (413 Lilly) T5							
lorodyne	1½oz 29 3	7 3½	4 3		Pedipacs 125mgm sachet	12 4 4ea	—	6 6				
ka (1490 IAPS) †	12 15 0	4 0	2 3		144 50 0ea	—	75 0					
lozenges	100 54 0	13 6	—		tablets 125 mgm 12							
	1000 37 0ea	9 3ea	—		250 mgm 12							
syrop	80oz 52 6ea	13 1ea	—		Vetaplasme Langlebert (1336 WJ&C)	66 0	16 6	9 8				
ncopal (97 Bayer)	15 84 0	21 0	12 3		D Vibrona (466 FF)							
tablets	60 19 0ea	4 9ea	33 3		D Vibrona (400 JD&B)							
	300 84 0ea	21 0ea	147 0		tonic wine 10oz 79 0	—	8 6					
or (726 Lancome) existing entries					20oz 144 3	—	15 6					
or (726 Lancome)					D Victory (177 BD5)							
aux	6241 —	—	50 0		Vinolilla (509 Gibbs)							
parfume	6242 —	—	84 0		baby soap 9 1	2 3½	1 1					
	6243 —	—	140 0		soap toilet 9 1	2 3½	1 1					
					bath 13 11	3 6	1 8					
perfume presentation					Vitavel (1285 Vitamins)							
de luxe	62202 —	—	335 0		folic acid tablets							
diamond	62203 —	—	435 0		5 mgm 100 28 0	—	—					
old-and-white decor					Volidan 21 (179 BDH) †s4B							
debutante 62129			45 0		tablets 21 80 0	—	10 0					
handbag					Wander (1303 Wander)							
size	6219 —	—	45 0		diabetic canned							
3oz	6218 —	—	52 6		fruits 8oz 18 0	—	2 0					
3oz	6211 —	—	84 0		Wasp-eze (179 BDH)							
3oz	6212 —	—	135 0		aerosol for stings —	—	4 5					
2oz	6213 —	—	240 0		Watalux (980 Photopia)							
3½oz	6214 —	—	360 0		flash unit W15 —	—	36 11					
soap	060 —	—	6 6		X2 W63 —	—	58 6					
calc plastic	S91 —	—	12 6		Watersprite (1160 Solport)							
metal	S90 —	—	12 3		face cloth G296 17 6	—	2 3					
m (509 Gibbs)					G295 18 0	—	2 3					
hair cream	16 6	4 1½	2 2		G300E 18 6	—	2 3					
	24 9	6 2½	3 3		Wellcome (208 BW)							
ogestic (1303 Wander) †s7					fowl pest vaccine							
suspension					50mils 63 0	—	7 0					
ptpr (61 APC)					250mils 25 6ea	—	34 0					
ointment					500mils 49 6ea	—	66 0					
.T. (1372 CCL)					Whip (933 PLG)							
adhesive	8 0	—	1 0		parfum de toilette							
imine sulphate (413 Lilly)					trial 8 0ea	2 0ea	15 0					
solution 2% 2oz & 16oz					3½oz 22 5ea	5 7ea	42 0					
zole (413 Lilly)					7oz 33 7ea	8 5ea	63 0					
le-o-Dents (177 BD5)					Woltz (1372 CCL)							
ay (496 Garsalle)					manicure set							
vitamin night					No. 1 89 11	21 3	13 6					
cream	80gm 90 0	22 6	13 2		No. 2 103 2	24 6	15 6					
old size					Wunder Set (IS31 WS)							
eeda (821 McGlashan)					large 40 6	9 7½	5 6					
headache					old size							
powders	8 14 6	3 7½	2 0									
	32 52 0	13 0	3									
	72 118 0	29 6	3									

## THIS WEEK'S CHANGES

Prices are given in the sequence: Trade price per doz./purchase tax per doz./retail price (bold if maintained), thus:—17s 11d/4s 3d/2s 3d. A dash — in any column indicates that the manufacturer has provided no figure appropriate to that column.

osert (2 Abbott) †s1s4A				
disposable				
syringe 2 gm 10 0ea	—	15 0		
mune - A.Q. (394 DF)				
disposable				
syringe 1 12 0ea	—	16 0		
inson (831 Meggeson)				
starch-reduced				
rolls 43 3	—	1 6		
(3 doz)				
wholewheat rolls				
oin (394 DF)				
tablets 10 & 500				
on (37 Allied) all products				

### • Berkfurin (117 BPL) tablets

50 mgm	100 46 0ea	—	—
1000 416 0ea	—	—	—
A = Price advanced R = Price reduced • = New entry D = Delete C = Correction			
100 mgm	100 88 0ea	—	—
1000 780 0ea	—	—	—

### • Berkmine (117 BPL) †s4B tablets

10 mgm	60 6 7ea	—	—
250 25 8ea	—	—	—
1000 94 1ea	—	—	—
25 mgm	50 11 9ea	—	—
200 45 7ea	—	—	—
1000 211 9ea	—	—	—
• Betnovate - C (518 Glaxo) T5			
cream 15 gm 7 9ea	—	10 4	
ointment 15 gm 7 9ea	—	10 4	
D Caffedrin (394 DF)			
D Celix (1164 SSL) existing entries			



<b>Celtex (1164 55L)</b>				<b>Insulin (394 DF)</b>				<b>Plus (911 WO)</b>			
sanitary belts				D	novo unmodified	20 units/mil	5 mils	household gloves	24	3	2 5
adjustable	14	2	1 5	1 9	•	<b>Invirin (518 Glaxo)</b>		• <b>Pregamal (518 Glaxo)</b>			
luxury	18	1	1 10	2 3		influenza vaccine		tablets	100	3	9ea
slimline	20	4	2 1	2 6		disposable		1000	27	6ea	—
sanitary towels					D	syringe	1 12 0ea	—	16 0		
super soft	12	19	5	—	•	<b>Kalzana (1455 W&amp;Co.)</b>		• <b>Resinol (836 Mentholatum)</b>			
	18	28	4	—	•	<b>Kalzana (1386 TP)</b>		ointment	34	6	8 7½
san pants					•	<b>Lady Manhattan (1548 H of M)</b>			57	0	14 3½
slimline	37	4	3 9	4 11	•	cren perfume		• <b>Restoria (1113 5&amp;8)</b>			
• <b>Citanest Epidural (68 AH) †s48</b>					•	roll-on	72 4	hair colour	170	6	42 7½
ampoules 1.5%					•	hair spray	55 4	restorative			
25 mils	1	5	0ea	—	A	<b>Linda Lee (855 Mondart)</b>		<b>Sevana (436 Evans)</b>			
						hair spray		<b>Sevana (394 DF)</b>			
<b>Colliron (394 DF)</b>						aerosol	6oz 30 0	soap-free			
infants					D	<b>Lobelline (234 Cartwright)</b>		washing tablet	26	4	6 7
capsules 1000					D	8oz size		• <b>Soladryl (938 PD)</b>			
Colliron I.V. (436 Evans)					D	<b>Locan (394 DF)</b>		suntan cream			
<b>Collubarb (394 DF)</b>					D	pessaries		1½oz	28	0	7 0
tablets	24				D	suppositories	72	2½oz	40	0	10 0
• <b>Corangil (394 DF)</b>					D	<b>Locan-pred (394 DF)</b>					
tablets	1000				D	suppositories	72				
• <b>Coscopin (394 DF)</b>					D	<b>Marevan (394 DF)</b>					
capsules					•	tablets					
paediatric drops					•	3 mgm	500 36 4ea	—	54 6		
• <b>Coscotabs (394 DF)</b>					•	5 mgm	500 57 4ea	—	86 0		
tablets	240				D	3 mgm	1000				
• <b>Crowes Cremin (234 Cartwright)</b>					D	5 mgm	250				
tin	28	6	7 1½	4 3	D	<b>Maws (810 Maw)</b>					
• <b>Decilderm (394 DF)</b>					A	lanoline cream					
• <b>Dentaplastix (715 Krauth)</b>						jar	30 10	7 9	4 6		
tablets	12	0	3 0	1 9	D	<b>Mefoton (37 Allied)</b>					
• <b>Dindevan (394 DF)</b>					D	<b>Melosan (37 Allied)</b>					
tablets	500	72	9ea	—	D	<b>Mycon (37 Allied)</b>					
25 & 1000					D	<b>Myolgin (37 Allied)</b>					
• <b>Duncaine (394 DF) all products</b>					D	<b>Neo-Hepatex (394 DF)</b>					
• <b>Evex (1113 5&amp;8)</b>					D	vial	25 mils				
tablets	24	28	5	7 1	D	<b>Nobecutane (394 DF)</b>					
• <b>Examone (37 Allied)</b>					D	marking ink					
<b>Falapen (394 DF) T5</b>					D	plastic dressing	50 mils				
tablets	20	13	4ea	—	D	<b>Okasa (47 Anestan)</b>					
10 & 100					•	tonic tablets	300 42 0ea	—	63 0		
• <b>Ferlucon (394 DF)</b>					R	<b>Penbritein (1393 8RL)</b>					
tablets	500	13	2ea	—		veterinary T5VPO					
25, 1000 & 5000						capsules	50 mgm				
• <b>Flugen (1393 8RL) existing entry</b>						100	46 8ea	—	70 0		
• <b>Flugen (1393 8RL)</b>						injection	50 mgm vials				
influenza virus vaccine						10	16 8ea	—	25 0		
1 mil	10	0ea	—	13 4		5	46 8ea	—	70 0		
6 x 1 mil	56	0ea	—	74 8		powder	360 gm	64 0ea	96 0		
10 mils	80	0ea	—	106 8		tablets	400 mgm				
D					A	<b>Pentral (61 APC)</b>					
• <b>Flugen E (1393 8RL)</b>						Tempules	60	17 0ea	—	25 6	
• <b>Formacaine (1455 W&amp;Co.)</b>					R	<b>Piriton (34 A&amp;H) †s7</b>					
• <b>Formacaine (1386 TP)</b>						Duolets	8 mgm				
• <b>Formamint (1455 W&amp;Co.)</b>						25	68 0	—	8 6		
• <b>Formamint (1386 TP)</b>						250	48 6ea	—	72 9		
• <b>Glycodine (394 DF)</b>											
• <b>Hepatex (436 Evans) oral</b>											
• <b>Hepovite (394 DF)</b>											
tablets											

### AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

394 DF = **Duncan, Flockhart and Evans, Ltd.**, 8irk Street, London, E.2. Shoreditch 3451.  
465 F&F = **Fletcher & Farlow, Ltd.**, 196 Campden Road, London, W.8. 8ayswater 3292.  
715 Krauth = **Krauth Chemicals, Ltd.**, Weybridge, Surrey. Chertsey 3606.  
1386 TP = **Therapeutic Products, Ltd.**, 18 G Dragon Lane, London, N.21. Laburnum 1597.

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# ORRIDGE & CO.

## CHEMISTS' STOCKTAKERS

### 184 STRAND LONDON WC2. TEMPLE BAR 9212/3